08120

NEWSPAPER

Billboard

NEWSPAPER

OCTOBER 14, 1972 • $1.25

A BILLBOARD PUBLICATION

SEVENTY-EIGHTH YEAR

The International Music-Record-Tape Newsweekly

TAPE/AUDIO/VIDEO PAGE 47

HOT 100 PAGE 74

TOP LP'S PAGES 76, 78

Record Shortage in U.K.; Imports Surge

By ROB PARTRIDGE
Staff Member, Music Week

LONDON—The British music industry is facing a severe shortage of records because of an unprecedented consumer demand. The shortage of capacity in many factories has resulted in certain companies importing large supplies of records from the United States and Europe.

RCA, for instance, is importing 200,000 albums to ensure adequate stocks during the last quarter of the year. The albums include "Sound of Music," "Oliver," "Nilsson Schmilsson," Jose Feliciano's "Feliciano," "A Memorial" by Glenn Miller, and four Elvis Presley and three Jim Reeves albums.

"The problem is shortage of capacity at our factory in Washington. Nobody expected such a demand and we're having to import from the United States," commented Geoff Hunnington, the company's marketing manager.

"We have previously imported albums from America for one of two reasons—either to beat the unofficial importers or because of complex sleeve designs which would have been difficult to manufacture in Britain. This time however, we're importing best-selling product to make sure we have sufficient stocks until Christmas."

The RCA product will be packaged in British sleeves with local catalog numbers although the disks manufactured under the American dynaflex system, will have U.S. numbers.

Polydor too, has had problems

(Continued on page 69)

Vandals Hit Rock Concerts

By JIM MELANSON

NEW YORK—The cost of repairs for vandalism and accidental damages at rock concerts, as well as the cost of additional preventive security, is a growing problem for rock promoters, according to Howard Stein of Stein Associates.

Stein, promoting concerts in Chicago, New York, Miami and Minneapolis, said that the problem, while escalating throughout the market, has been most acute for his productions at McCormick Place in Chicago. Following Humble Pie's two-performance sell-out at the theater Sept. 12, Stein was faced with $1,500 in damages, resulting from broken chairs, cigarette burns, stains and outright vandalism. "The result," he continued, "was that we had to take air spots on local radio stations to plead for sanity and responsibility from our audiences at future productions. We also had to hire additional security forces, which included the posting of off

(Continued on page 18)

Uttal Seeks Disk List Price Hike

By CLAUDE HALL

LOS ANGELES—Larry Uttal, president of Bell Records, called on the record industry to pass along rising creative costs to the consumer. Spiraling costs of arranging, conducting, producing must be passed on to the consumer if the record industry is to maintain "creative integrity and quality," Uttal said last week. "Not the list price, but the actual price. The price of a record is too damned cheap."

There's a desperate need in the industry to "educate the consumer" to higher prices, Uttal said. "Why should the record be a loss-leader in department stores and discount houses where, often, nothing else is discounted?"

He said he felt that the record business, with all of its talent, expertise, and promotional force, was "the most creative force in entertainment today. We've certainly matched the movies for creativity and impact."

Figures from the Recording Industry Association of America reveal that record sales, in total, have gone up 5.8 percent in the past year, totaling $1,251,000,000 in 1971. In 1961, sales totalled $640,000,000.

"But this increase in sales volume has been offset by increases in costs," Uttal said. "We've used the advent of stereo to equalize price somewhat but I don't think the price of an album to the wholesaler has gone up especially in the past 10 years."

He pointed out that the record industry has no profit margin set aside, as many other industries do,

(Continued on page 80)

Pre-18 Band Interest Up

By ELIOT TIEGEL

LOS ANGELES—There is an "under underground" of young musicians and listeners representing a new market for rhythmic, non-rock adventurous music.

This population involves around 20,000 high school jazz bands (referred to by educators as stage bands) encompassing between 80,000 to 100,000 players, claims Don Ellis.

"These bands are playing very modern music and when they put on a concert, they draw their entire student body," Ellis claims. "These are young people who are in under underground movement and none of the major record companies have a true picture of its potential."

Columbia, with whom Ellis has re-signed, is about to put its marketing muscle behind Ellis. Teo Macero is Ellis' executive producer.

Macero, who records Miles Davis, echoes Ellis' comments about the untapped market. "These young people represent a market," Macero says, "that will snowball in the next two years. You stand

(Continued on page 10)

Dismiss Distr. 'Piracy' Suit

By JOHN SIPPEL

ATLANTA — Federal District Judge Richard C. Freeman has dismissed the class action suit of four record distributing entities here who filed suit against two alleged Carolina unlicensed duplicators (Billboard, May 6). The complaint sought an injunction charging that Custom Recording Co., a South Carolina firm, and Eastern Tape Corp. of North Carolina were unfairly competing and causing irreparable damage and injury to the local distributors, Goodwin Dist., Gate City Record Service, Southland Dist. and the Warner-Elektra-Atlantic branch. Judge Freeman also awarded defendants the cost of the action.

In his three-page memo ruling, Freeman stated: "Defendants have filed their motion to dismiss plaintiffs' complaint in accordance with Rule 12, federal rules of procedure, on the grounds that *the complaint fails to state a claim upon which relief can be granted and because indispensable parties have*

(Continued on page 10)

Wider Cartrivision Buyer Appeal Boosts Enthusiasm

By BOB KIRSCH

LOS ANGELES—The demographic information now filtering back to Cartrivision has been "surprisingly different than our initial surveys indicated," according to Don Johnston, vice president of the firm.

Johnston also said that Cartrivision is behind the practice of merchandising hardware in the TV department and software in the record and tape department, and will help dealers with this type of program.

Johnston also aired opinions on how to display Cartrivision, where the mass market lies and how soon the units will become mass items, the future of blank and prerecorded tapes as he sees them and the means of distribution for video hardware and software.

Concerning demographics, Johnston said, "We conducted two surveys, one in 1969 and one in late 1970 involving a national retail chain. Both surveys said the same thing—the Cartrivision buyer would be young, formally edu-

(Continued on page 47, 1st page of Tape section)

The single "POPCORN" by the Hot Butter Group on Musicor, has melted the hearts of record buyers all over the world. An international hit. Now comes the album with more Hot Butter Hits headed right up the charts! (Advertisement)

Backup Forces EMI Delay

By NIGEL HUNTER
Staff Member, Music Week

LONDON—EMI is canceling its November and December LP release supplements, a total of 80 records, in a determined bid to make good the heavy backlog of existing orders and rectify the crisis which has prevailed since the EMI distribution center moved its Hayes location in the summer. The cancellation is an admission of serious difficulties unprecedented since the initial Phonodisc breakdowns and disasters virtually paralyzed the Philips and Polydor operations three years ago.

The mounting backlog has adversely affected labels distributed here by EMI, and pressing facilities outside the U.K. have

(Continued on page 63)

(Advertisement)

A great new album from a great new Streisand. Coming soon. Streisand-Live. On Columbia Records and Tapes

Megan McDonough has sung her "Lady in Love" cross-country, from dark little coffeehouses all the way up to Carnegie Hall, and everybody who heard it—and her—flipped.

Now it's a single. "Lady in Love." From Megan McDonough's new album "Megan Music." WNS 1007

"LADY IN LOVE," 73-0109

PBWN-1007
PKWN-1007

wooden nickel

Cartrivision Names ABC for Natl. Distr.

SEATTLE — ABC Record & Tape's 11 branches cross-country will be the only national distribution for Cartrivision software, both prerecorded and blank, with supplemental local and regional distribution in some areas. In a negotiation between Lou Lavinthal, president of ABC distribution, and Don Johnston, vice president of Cartrivision, Lou began representing the 200-title Cartrivision library as of Monday (2).

Lavinthal transferred Roger Trimble, who had been chief of electronic data processing nationally, to head up the new software distribution. Trimble, in turn has selected an ABC branch employe to supervise the software in each branch. That individual will cohost a branch sales meeting within the next two weeks between ABC personnel and Cartrivision.

Lavinthal said Cartrivision will offer another 100 titles by the end of the year. All prerecorded software is packaged in four-color, self-merchandising packages about 10-inches square by one-inch deep.

U.S. Tune Wins Rio Festival

By HENRY JOHNSTON

RIO DE JANEIRO — David Clayton-Thomas—representing the U.S.—won Rio de Janeiro's seventh popular song festival with his hard rock song "Nobody Calls Me Prophet." He appeared with his new group, the Sanctuary Band. The international jury of 15 world music figures made the choice after chairman Lee Zhito, Billboard editor-in-chief, cast deciding vote to break a tie. Three judges favored Thomas, three voted for Spain's entry "Mi Tierra," composed by Augusto Alguero and sung by Nino Bravo.

A "popular jury" of 12 Brazilian disk jockeys, composers and artists chose Italy's experimental entry "Aeternum," composed and interpreted by Formula Tre Trio of Milan, as winner. Their music featured an organ with electronics and guitar.

Both Thomas and Formula Tre

(Continued on page 64)

Vanguard in Country Buy

NASHVILLE — Vanguard Records, rumored going into country music recently, signed three Nashville-based artists and concluded a production deal with Glaser Productions.

Under the agreement, the Glaser Brothers will produce Jimmy Payne, Bill Carlisle and the Carlisles, and Kinky Friedman and the Texas Jewboys.

The deal was concluded between the three Glaser Brothers and Vanguard's Seymour and Maynard Solomon and Dave Wilkes. All will record in Nashville. Their product general almost exclusively for the country market.

Payne is an established writer-artist, best-known for his "Woman, Woman." His first rush release single will be "Western Union Wire," written by Friedman.

Carlisle was already recording 30 years ago with his brother, later becoming a single act.

Col Closes L.A. Studios

LOS ANGELES—CBS closed its local recording studio complex Saturday (7) following last effort discussions with Local 47 of the International Brotherhood of Electrical Workers. Columbia Records officials had met last week with IBEW executives to seek a happy ground which would have allowed the company to keep its four studios open (Billboard, Oct. 7).

The closing is based on Columbia artists recording outside the CBS facilities at the behest of the union contract requiring a CBS engineer to work on any session involving a Columbia artist.

Columbia did not use its large facilities as a custom facility. Twenty-eight IBEW members have been terminated.

NMPA Meeting Spots Cable TV Satellites and Video Cassettes

NEW YORK — The National Music Publishers' Association's symposium, New Media and Music Publishing, was held at the Plaza Hotel in New York Sept. 25.

Concerning itself with the future impact of cable television, satellites and video cassettes on the artist relationship with music publishing, the symposium included David H. Blatter, discussed the projected growth of advertising revenue for CATV interconnect; Marc L. Ende, deputy chief of the common carrier bureau of the FCC, on the potential of satellites for communication and the use of satellites on the head-end of CATV systems; John P. Thompson, senior research associate at Arthur D. Little, Inc., on the present distribution of cartrivision and the growth pattern and program consumption of future systems and a luncheon address by Dr. Peter C. Goldmark, president of Goldmark Communications, Inc., on the urban crisis.

Chaired by Salvatore T. Chianta, president of NMPA, the afternoon panel included Albert Berman, managing director of the Harry Fox Agency, Arnold Broido, president, MPA, Edward M. Cramer, president, BMI, Herman Finkelstein, general counsel, ASCAP, Leonard Reist, executive vice president, NMPA, and John C. Taylor III, general counsel, NMPA. Among the broad range of topics covered in the panel were: the performance rights income from cable, its possible changing relative importance; the general pattern along which license fee rates and royalties would develop; pay movies in hotel and motel rooms; and the considerations of international programs by satellite.

Dr. Peter C. Goldmark, president of Goldmark Communications, Inc., delivered the keynote address and warned about what he considered to be the pending urban crisis and what those involved in the communication fields can do.

Talking on the high density of population in relatively small areas of land within the U.S., Goldmark stated, radical changes of direction, in terms of health, education, resource control and availability of entertainment for the masses, will be necessary in order to meet the problems of "our technologically expanding civilization."

Linking the factor of the small migration of young people from urban to rural areas, he said that it would be necessary to join existing cable systems with satellite systems to enrich the cultural and entertainment values in the rural areas and to provide a broader choice of personal freedome for those choosing to live outside of the major population areas. He stated that in the near future, it would be necessary to be able to transmit "live" entertainment productions from the "large city" to rural America at a nominal cost and with quality presentation.

Goldmark, retiring from the CBS laboratory recently, has started his own firm to research the problems of urban communication and its possible solutions.

WB Intensifying LP Pre-Release Plans

By NAT FREEDLAND

LOS ANGELES—With the increasing promotional output of Warner Bros. Records, including releases from satellite labels such as Reprise and Capricorn, merchandising director Hal Halverstadt has been put to the challenge by increasing both the staff of his department and the sophistication of its methods.

WB issues its releases at six-week intervals, but sometimes two weeks prior to each release, Halverstadt begins his campaign. WEA Distributing salesman a "9x9" folio of information aides on the records PLUS a cassette with excerpts of each record in the release. The company has provided auto tape players for every salesman.

"We feel that it's important for WEA sales to know what's in the release as early as possible," said Halverstadt.

Another new WB merchandising technique is the six-record sampler album supplied gratis to any retailer on request. The sampler is for in-store play, with songs programmed from every album on the current release by a unobtrusive FM announcer voice gives the title of each selection," Halverstadt said.

As a one-shot promotion, Halverstadt had a million schoolbook covers with the Sept. 30-November release titles printed for free distribution by retailers. "Cost-per-unit is practically nothing when you're printing such a large run," Halverstadt explained.

In addition, WB has been supplying 30-second TV spots with voice-over narration and still-photos of current product to major regional sales outlets.

Traveling Slides

For over a year, Warner has been preparing 40-second color slide presentations for each new release. After an early period of in-house design of these shows, Halverstadt has now farmed out the increasingly complex labor to the firm of Magnusson and Donald. However, the WB merchandising dept. now includes a full-time photographer, Ginny Winn, whose task is to take the photos required for each presentation. She also operates the audio-visual equipment for all the road shows.

Howard Tests Budget Soul Store Frenzie

HOUSTON—A second separate retail entity, devoted to franchising soul record retail shops, has been opened here by Clew Howard, president of Budget Tape & Records, the two-year-old franchise which now numbers over 30 stores nationally.

The new division, which will be helmed by Virgil Rivers, director of marketing, and Richie Arza, retail buyer and director of special projects, will be called Budget Soul, according to Howard. Four retail stores have already been opened here by the franchisor as pilot outlets. Howard does not anticipate accepting any franchises until late in the year with first franchised soul stores, openings set for early 1973.

NARM Talks Mktg. Aches

PHILADELPHIA — The board of directors of the National Association of Record Merchandisers Inc. (NARM) will meet Tuesday through Thursday (10-12) at New Orleans' Marriott Hotel.

Activities during the three days will include a meeting of manufacturer advisory committee, discussion of the annual NARM awards, review of the piracy situation and a review of "marketing problems" including returns, packaging, catalog exposure and inventory control.

Members of the manufacturers' advisory committee attending are: Nyce Lindahl, Columbia; Brown Meggs, Capitol; Joel Friedman, WEA; Jerry Schoenbaum, RCA; Joe Friio, MCA; Herb Goldfarb, London; Phillip Rothschild, Decca; Lou Simon, Mercury; Irv Beigel, Bell; and Joe Fields, Buddah.

Attending the board meeting will be: David Press, D & H Dist., Harrisburg, Pa.; Jerry Stocks, Taylor Electric, Milwaukee; David Lieberman, Lieberman Enterprises, Minneapolis; Harry Apostoleris, Alpha Dist., New York; Jack Grossman, Jack Grossman Enterprises, Woodbury, N.Y.; Jay Jacobs, Knox Record Rack, Knoxville; James Schwartz, Schwartz Bros., Washington; George Souvall, Alto Distributing Co., Phoenix; and Jack Silverman, ABC Record Corp., Des Moines.

Dreyer, Lawyer, Dies at Age 57

NEWYORK — Lew Dreyer, well-known attorney in the music business, died Sept. 26, in Huntington, L.I., after a long illness. He was 57.

Dreyer, the son of the late composer and publisher Dave Dreyer, and of Mrs. Anna Dreyer, had been vice-president and general manager of Hill & Range prior to his illness.

Dreyer is survived by his sons, Steven and Dean, and his sister, Ruth Dreyer.

Brunswick vs. Yo Ho Pub Co.

NEW YORK—The Yo Ho Publishing company has filed a complaint against MCA Records and the Brunswick Record Corp., as a subsidiary of MCA, requesting an accounting of all product sold under licensing agreements entered into by Yo Ho and Brunswick and $32,550 in royalties. The complaint was filed in the Southern Court of the United States, Southern District of New York.

The licensing agreements, according to Yo Ho, were entered into with Brunswick during the period of November 1966 through May 1969 and include the material of Eldee Young and Isaac Reed). Hotlegs Compilation under the agreements included: "You Know That I Love You," "Dig Her Walk," "Neanderthal Man," "The Funky Duck," "Country Joe Slicker," "Orient," "Ain't There Something That Money Can't Buy," "Young and Holtful," "Funky As Funky Does," "You Gimme Thum" and "Baby Your Light Is Out."

Presley Hit Is Out on Camden

NEW YORK — Elvis Presley's new single "I Really Don't Want Love," will be released this week as the title song of a new RCA Camden album, it's first mark the first time a current hit single has been included in an album on a budget label by the original artist at RCA. The recording is being issued simultaneously as an album, cartridge and cassette.

Presley begins a extensive tour of the western states and Hawaii on Nov. 8 with an engagement in Lubbock, Tex. Other tour dates include: Tucson, Ariz. (9), El Paso, Tex. (10), Oakland, Calif. (11), San Bernardino, Calif. (12-13), Long Beach, Calif. (14-15) and Honolulu, Hawaii (17-18).

The title of Presley's next MGM film has been changed from "Standing Room Only" to "Elvis on Tour." It will feature the artist in concert during his eastern tour of last spring.

Immediately after the current tour, Presley begins preparations for his worldwide satellite TV show to be presented Jan. 14 from Honolulu. His latest RCA album, "Elvis as Recorded at Madison Square Garden" has recently been certified gold.

For More Late News

See Page 80

Billboard is published weekly by Billboard Publications, Inc., 165 W. 46th St., New York, N. Y. 10036. Subscription rates: annual rate, $40; single-copy price, $1.25. Second class postage paid at New York, N. Y., and at additional mailing offices. Current and back copies of Billboard are available on microfilm from 3M/IM, Press, P.O. Box 720, Times Square Station, New York 10036. Postmaster, please send Form 3579 to Billboard Publications, Inc., 2160 Patterson St., Cincinnati, Ohio 45214. Area Code 513, 381-6400.

Nashville Pluses Extolled by Venet

LOS ANGELES — The next world music center for contemporary progressive rock will be the traditional country music capitol of Nashville, forecasts Nick Venet, the a&r director of UA Records.

"It's San Francisco without the self-consciousness," said Venet. "More and more, good long-haired rock groups from many other parts of the U.S. are moving to the countryside outside Nashville. Rents and expenses are low, a group can lease a farm cheaply and have plenty of space to live and rehearse without bothering neighbors."

Another key factor, Venet feels, is the city's border location between South and Midwest. "This entire region has more small clubs where a competent, little-known act can still work."

In addition, Venet believes that access to all parts of the music business is easiest for newcomers in Nashville. "It's easier to break into studio work in Nashville for young musicians," he said, "or at least they can make contact with the established session pros and learn by jamming with them. There are less distractions/away from the music in Nashville and because music is Nashville's only major entertainment industry, the entire community is very cordial."

Venet insists he has had trouble checking long-haired musicians into Nashville hotels. He visits the city monthly and cuts nearly all his own UA production sessions there, soon to be released.

"Nashville studios have a number of unusual professional qualities I enjoy," said Venet. "The main reason I try to produce my own UA sessions there is that I gets me away from the distractions of my administrative responsibilities at the home office and I finish an album faster.

"Nashville session men are such good musicians you can usually get the song done in two or three takes," said Venet. "This is the way I prefer to record. I believe it creates a more natural sound than cutting all the instrumental parts separately."

Superstar Tom T.

Venet touts Mercury's Tom T. Hall as the next progressive country artist due to make super stardom. "That where Kris Kristofferson generation of newer musicians has established their own circle in Nashville," he said, "it's no longer necessary for an artist there to seek work only through more traditional country music."

He also feels that Nashville engineers as a group are particularly outstanding. "They're deeply involved in both country and rock and technology. They function like associate producers. Their efficiency saves me a lot of time."

Venet points out that Capitol, Columbia, Elektra, Atlantic and other top labels are greatly expanding their Nashville activities.

He feels that other important Southern independent recording centers have probably peaked. "I know of rising studio musicians who have left Muscle Shoals, Macon or Memphis to resettle in Nashville simply because of the wider opportunities for work and recreation."

Brown Bag Prod. Sells 2 Masters

LOS ANGELES—Brown Bag Productions, a local independent record production and management firm, has made master sales to Capitol Records and the new 20th Century Record label. Art Brambilla, head of Brown Bag Productions and its music publishing wing, Brown Bag Music, will finish an album by Linda Gallup here, February release by Capitol and an album for Bag by a group named Tierra, which will also be released in February.

Brambilla has also been quite active in producing local rock concerts emphasizing Chicano-rock music. His next concert will be in an all-day rock fest Nov. 26 at East Los Angeles College here. Although Brambilla intends to focus mostly on tapping the wealth of Chicano talent in East Los Angeles, he pointed out that his product is aimed at the mass market.

Col Launches Drive to Back Country LP's

NEW YORK—Columbia Records has launched a major merchandising campaign to back the label's entire country music roster, "The World of Country Music People."

The Columbia/Epic country catalog, featuring such artists as Johnny Cash, Lynn Anderson, Tammy Wynette, George Jones, Sonny James and Kris Kristofferson, will be subject of 60-second, multi-product, local television and radio spots, country sales streamers and modular display units. A 30-minute television show, to be used for local placement, has also been produced, according to Jack Craigo, Columbia's vice president of sales and distribution.

Craigo stated that the Fairchild cassette unit, the label's innovation for sales promotion, will be utilized, enabling merchandisers to give a campaign presentation on tape to local retailers (Billboard, Oct. 7). He added that the unit will also be used at rack/jobber locations, enabling backroom employes to view the artists with whom they will be dealing.

In conjunction with the campaign, the Columbia/Epic/Monument label have released new product by Johnny Cash, Charley McCoy, Bob Luman, Johnny Paycheck, George Jones, Tammy Wynette, Johnny Cash, Tanya Tucker, Charley Pride, Tommy Cash and Roy Orbison.

Publisher Suit

LOS ANGELES—Equinox Music, a division of the Attarack-Heller Group, has filed suit against writer-singer Dewey Linden "Spooner" Oldham, seeking its share of $1,000 in royalties allegedly owed after Oldham changed publishers.

Executive Turntable

GELLER

PROFFER

Gregg Geller has been appointed manager, a&r coordination, for Epic Records, while **Spencer D. Proffer** has been appointed associate director of business affairs and **George Eichen** has been named staff assistant, pop a&r, for Columbia Records. . . . At Buddah Records, **Larry Harris** has been named director of LP promotion for the East. He will be working with **Mike Berns,** his counterpart for the West. Harris was previously in charge of New York promotion for the label. Also at Buddah, **Sandy Snyder** has been appointed head college promotion. She will handle all communications between the label and college press and broadcasting outlets. . . . **Tony Byrne** has been named to the professional department of Warner Bros. Music Publishing. He will headquarter in New York and will concern himself with the fields of pop and rock.

MUNAO

CHORAN

Mel Posner has been named executive vice president and general manager at Elektra Records. He will remain headquartered in New York. . . . **Fred Munao** has been appointed general manager of the Larry Page Group of companies in the U.S. Based in New York, Munao will act as liaison for Page artists with Buddah Records, as well as working with Bell Records and Capitol of Canada. All activities of the publishing firm, Page Full of Hits, will be controlled by Munao. . . . **Jack Finck** has joined Queen Booking Corp. as head of nationwide television. As exclusive buyer for "Soul Train," he was the first to present r&b on television. Prior to joining QBC, Finck was with Associated Booking Corp. He will headquarter in Los Angeles. . . . **Fred Skidmore** has transferred to the Los Angeles offices of Solters/Sabinson/Roskin, Inc. He will supervise the agency expanding music department. . . . **Linda Rice** has been named coordinator of promotion for Metromedia Records. She will report to **Mort Weiner,** national director of marketing and merchandising. . . . **Jack Gabor** has been named general manager of April/Blackwood, the music publishing wing of CBS Records. Keller was formerly with Screen Gems-Columbia Music. He replaces **Eric Sober.** . . . **David Friedman** has been named director, banking and insurance for Capitol Records. He replaces **Ron Emerick,** who has left the company. Friedman joined the company in 1963 and was most recently manager, royalty and license. . . . **John Spellman** has joined Ampex Stereo Tapes, Elk Grove, Ill., as special markets manager. He will be responsible for development of premium, O.E.M., special product, direct mail and dealer programs. He replaces **Shad Helmstetter,** who was transferred to the Ampex Magnetic Tape Div. in Redwood City, Calif. Also at Ampex Stereo Tapes, **Richard Kuhlman** has been named advertising manager. He will be responsible for production and coordination of all AST advertising programs.

* * *

Eddie Choran has been named director of **Rik Gunnell** Management, a Los Angeles subsidiary of the Robert Stigwood Association. Choran was Gunnell's assistant for the past three years. . . . **Michael P. Weis** has been appointed controller for Cartridge Rental Network. Most recently he was assistant controller for Alexander's, Inc. department store chain. . . . **William M. Kirsch** has been appointed national sales manager of television and radios for Sanyo Electric Inc. Prior to joining Sanyo, Kirsch was sales manager of branch distributors for Motorola, Inc. . . . **William DeMucci** has been appointed vice president, manufacturing, for Audio Magnetics Corp. He was formerly vice president, general manager with Plastic Ware, Inc., a division of North American Philips Corp. . . . **Don Gant** has been named assistant to president **Wesley Rose** at Acuff-Rose Publications.

. . . **Del Bryant,** son of songwriters Felice and Boudleaux Bryant, has joined the writer administration staff of BMI, Nashville. . . . **Candy Cabe** has been named director of artist relations for Brown Bag Records. She will headquarter at the label's Hollywood offices. . . . **Gil Mantell** has been appointed vice president and general manager of Tumbleweed Records. He will be responsible for sales, promotion and marketing and will organize all of the label's merchandising activities on a national level. Bateman's past experience includes three years with Elektra Records, as national promotion director. . . . **Lawrence A. Murray** has joined Modern Talking Picture Service, Inc., as sales promotion coordinator. He will headquarter in the company's New Hyde Park, N.Y., national service center.

Brown Bag Prod. Sells 2 Masters

LOS ANGELES—Brown Bag Productions, a local independent record production and management firm, has made master sales to Capitol Records and the new 20th Century Record label. Art Brambilla, head of Brown Bag Productions and its music publishing wing, Brown Bag Music, will finish an album by Linda Gallup here, February release by Capitol and an album for Bag by a group named Tierra, which will also be released in February.

Brambilla has also been quite active in producing local rock concerts emphasizing Chicano-rock music. His next concert will be in an all-day rock fest Nov. 26 at East Los Angeles College here. Although Brambilla intends to focus mostly on tapping the wealth of Chicano talent in East Los Angeles, he pointed out that his product is aimed at the mass market.

$1.99 Leader LP Radio Spot Helps 5-Store Chain Volume

LOS ANGELES — Two-color four-page inserts in college dailies and a concentrated spot campaign on a local FM progressive rock station have aided volume greatly at the five Music Odyssey retail outlets operated by Steve Gabor. Three stores are located here, with a single store in Santa Barbara and San Francisco.

Gabor first went on KMET-FM here two years ago, finally signing a contract which has now grown to a 30- to 60-second spot weekly campaign. Gabor's wife, Gayle, does the spot, which is written in-house. Experimentation has found that the spots are best concentrated in A and AA time on Thursday, Friday and Saturday. Best pull has come from a spot, recently inaugurated, wherein a bot LP is offered for $1.99 with the purchase of any other LP at $3.99, which is the stores' regular price. Single $5.98 product Gabor notes that the promotion has upped his business weekends 20 percent.

College Dailies

Gabor tried college dailies for several years, finding that a special four-page insert, printed in one color (green) on the regular blank print on a colored stock, offers the best results. Many manufacturers for full-page insertions and has found them well used, averaging about $180 per page. He has found the record buyer readership per thousand much higher, he said.

Music Sales, Pointer Pact

NEW YORK — Hal Leonard, Pointer Publications has signed a longterm, exclusive distribution agreement with Music Sales, Ltd. of London for the distribution of the Leonard/Pointer catalogs in Europe and U.K.

The agreement calls for Music Sales to create a new division, expressly for the promotion, sale and reprinting of Leonard/Pointer, and the future expansion of the firm in the use of Leonard/Pointer educational materials. Special audio-visual teaching products, designed for the European market, will be developed for the new division by Learning Unlimited, a division of the U.S. firm.

Negotiations for the agreement were handled by Neil R. Baudhuin, manager of new products and marketing for Leonard/Pointer, and Robert Wise, managing director of Music Sales.

Collection Firm Duns 'Pirates'

NASHVILLE — A "collection" company has been formed here for the sole purpose of securing money for artists and writers from infringement of their rights as makers. The firm, known as First Thursday, was formed by attorney Larry Cole, and Eddie Cummings.

The company would represent an artist or writer who signed an agreement with the firm. "We have researched the market carefully, and we are pretty well aware of their operations," Cummings said.

Cole, a former law representative, would handle all legal involvements.

In This Issue

CAMPUS	43
CLASSICAL	44
COUNTRY	58
INTERNATIONAL	52
JUKEBOX PROGRAMMING	73
MARKETPLACE	57
RADIO	32
SOUL	45
TALENT	68
TAPE/AUDIO/VIDEO	47

FEATURES

Stock Market Quotation	8
Vox Jox	46

CHARTS

Action Records	52
Best-Selling Soul Albums	46
Best-Selling Soul Singles	45
FM Action	14
Hits of the World	73
Hot Country Albums	62
Hot Country Singles	60
HOT 100	74
Top 40 Easy Listening	44
Top LPs	76

RECORD REVIEWS

Album Reviews	72, 52
Pick Singles & Radio Action	70

It's all starting again.

Side 1

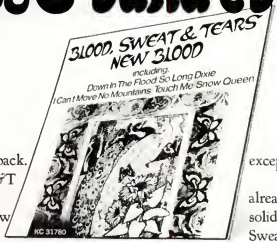
Down In The Flood — Velvet — So Long Dixie

Touch Me — I Can't Move No Mountains — Snow Queen

Side 2

Alone — Over The Hill — Maiden Voyage

With the most powerful BS&T band ever.



Blood, Sweat & Tears is back. With the most powerful BS&T band ever. Over a year of hard work went into their great new album, "New Blood." There are bluesy, new tunes like "So Long Dixie," crashing hot horn arrangements as in Dylan's "Down in the Flood," and cut after cut of exceptional music.

And Mike Jahn has already said: "The material is solid and exciting; overall Blood, Sweat & Tears seems younger, (and) more enthusiastic than it has in years in their harder-than-ever rock."

So, as you can see, it's started. Again. On Columbia Records® and Tapes

The International Music-Record-Tape Newsweekly

Billboard Publications, Inc., 9000 Sunset Blvd., Los Angeles, Calif. 90069
Area Code 213, 273-7040 Cable: Billtop LA
Telex—Billtop 674523
Publisher: HAL R. COOK — Associate Publisher: LEE ZHITO

EDITORIAL

EDITOR IN CHIEF: Lee Zhito (L.A.) — EXECUTIVE EDITOR: Paul Ackerman (N.Y.)
ASSOCIATE NEWS EDITOR: Claude Hall — NEWS EDITOR: John Sippel (L.A.)

DEPARTMENT EDITORS

MUSIC EDITOR: Paul Ackerman (N.Y.) — CLASSICAL MUSIC: Robert Sobel (N.Y.)
RADIO & TV: Claude R. Hall (L.A.) — COUNTRY MUSIC: Bill Williams (Nash.)
GOSPEL MUSIC: Bill Williams (Nash.)
TAPE/CARTRIDGE/VIDEO: Earl Paige (Chi.) — SOUL MUSIC: Julian Coleman (L.A.)
JUKEBOX PROGRAMMING: Earl Paige (Chi.) — CAMPUS: Sam Sutherland (N.Y.)

INTERNATIONAL NEWS EDITOR: Ian Dove (N.Y.)
SPECIAL ISSUES EDITOR: Shel Kagan (L.A.)
ASSISTANT SPECIAL ISSUES EDITOR: Ian Dove (N.Y.)
TAPE/AUDIO/VIDEO EASTERN EDITOR: Radcliffe Joe (N.Y.)
TAPE/AUDIO/VIDEO WESTERN EDITOR: Bob Kirsch (L.A.)
COPY EDITOR: Robert Sobel (N.Y.)
CHARTS and REVIEWS: Director, Ron Dovers (L.A.); Manager: Tony Lamotta (L.A.)

EDITORIAL NEWS BUREAUS

CHICAGO, Ill. 60606, 150 N. Wacker Dr. Area Code 312, CE 6-9818
Bureau Chief, Earl Paige

LONDON: 7 Carnaby St., London W.1. Phone: 437-4090
Cable: Billboard London. Bureau Chief, Mike Hennessey

MILAN: Piazza Loreto 9, Milan, Italy. Tel: 28.29.156. Bureau Chief, Gemerno Ruschito. Cable: Billboard Milan

NASHVILLE, Tenn. 37203, 1719 West End Ave. Area Code 615, 329-3925
Bureau Chief, Bill Williams

NEW YORK, N.Y. 10036, 165 W. 46th St. Area Code 212, PL 7-2800

SAN FRANCISCO, Calif. 94105, 1351 Washington St. Area Code 415, 771-7006. Bureau Chief, Paul Jeuhn

TOKYO: Shin-Aoyama 7B; 6-6-28, Akaseka, Minato-ku. Tel: 03-586-0261. Bureau Chief, Hideo Eguchi

WASHINGTON, D.C. 20005, 733 15th St., N.W. Woodward Bldg., Rm. 533.
Area Code 202, 393-2580. Bureau Chief, Mildred Hall

FOREIGN CORRESPONDENTS

ARGENTINA: Ruben Machado, Lavalle 1783, Buenos Aires.
AUSTRALIA: Jan Murray, 145 Marshall St., Ivanhoe, Victoria 3079, Australia.
AUSTRIA: Manfred Schoebel, Wien Mariahilf, Kreuzgasse 27. Tel: 43-30-674.
BELGIUM: Al de Boeck, Co-operator RBT, Zandtraat 14, 2410 Herentals, Belgium. Tel: 014-23545.
BRAZIL: Barry T. Johnston, Av. Rio Branco 25, Rio de Janeiro. Tel: 233-4977.
CANADA: Richie Yorke, 141 Adelaide Street West, Toronto, Ontario.
CZECHOSLOVAKIA: Dr. Lubomir Doruzka, 14 Jecna, Prague 4 Branik. Tel. 22.09.57.
DENMARK: Knud Dreitel, 22 Bulowsvej, 2720 Copenhagen, Kobenhavn. Denmark. Tel: (01) 97 21 10.
EIRE: Ken Stewart, Flat 5, 141 Morehampton Road, Dublin 4, Eire. Tel: 97.14.72.
FINLAND: Kari Nalopaltio, Partholo, Finland. Tel: 27.18.36.
FRANCE: Michael Way, 41, rue des Favorites, Paris 15. Tel: 532.81.23.
GREECE: Lefty Konpolitsas, Bellofontos Street, Thanasbotki. Tel: 46.09.09 and 43.329.
HOLLAND: Sas Kogeman, Hymnastraat 9, Apeldoorn, Holland. Tel: 62735.
HUNGARY: Paul Gyorgy, Semmi Bela 1, Budapest, Hungary. Tel: 56-88-90.
ISRAEL: Avner Rosenblum, 8 Gezzer St., Tel Aviv, Israel. Tel: 23.92.97.
MEXICO: Enrique Ortiz, Nuelo Radio Mti, Insurgentes Sur 1870, Mexico 20, D.F.
NEW ZEALAND: J. P. Monaghan, c/o Box 79, Wellington.
PHILIPPINES: Oskar Salazar, 1032 Matimyes St., Sampaloc, Manila.
POLAND: Roman Waschko, Warszawa 11, Box 1002, Cahle 'A', Polska. Tel: 34.36.04.
PORTUGAL: Jose Manuel Nunes, Radio Renascenca, LDA. Rua Capelo, 5-2º LISBON. Tel.: 3 01 72.
PUERTO RICO: Antonio Contreras, 26 Gertrudis St., Santurce.
SCANDINAVIA (Denmark and Norway): Espen Eriksen, Bercumsvak 216, Oslo, Norway. Tel: 55.71.30.
SPAIN: Maria Dolores Aracil, Andres Mellado, 22. Madrid. Tel. 449.14.68.
SWEDEN: Kjell Genberg, P.O. Box 84, 137 01 Vaxtvarhatorp, Stockholm. Tel: 070/22465.
SWITZERLAND: Benno Sion, Dorfmatt, 6371 Stansstaad/Nw Switzerland. Tel. 073 41 11 72.
REPUBLIC OF S. AFRICA: Peter Feldman, 51 van Riebeeck Ave., Alberton, Transvaal.
URUGUAY: Carlos A. Martins, CX8 Radio Sarandi, Montevideo.
U.S.S.R.: Vadim N. Yurochkin, Ul. Chekhova, 8/10, Apt. 9, Moscow, 103025. Tel: 15-33-41.
WEST GERMANY:
Hamburg: Walter Mallin, 334 Wolfenbuttel, Hermann-Lons-Weg 6. Tel: (05531) 3267.
YUGOSLAVIA: Borjan Krstic, Ralkanka 30, Belgrade. Tel: 64 56 92.

SALES

DIRECTOR OF SALES: Peter Halna (L.A.)
ASSISTANT SALES DIRECTOR: Marty Feely (L.A.)
EASTERN SALES MANAGER: Mike Plasket (N.Y.)
NATIONAL TALENT COORDINATOR: Bill Moran (L.A.)
CONSUMER ELECTRONICS SALES: Ron Willman, Mgr. (N.Y.)
PROMOTION DIRECTOR: Jeff Sales (L.A.)
PRODUCTION MANAGER: John F. Halloran (L.A.)
CLASSIFIED ADVERTISING MANAGER: Bill Gavin (N.Y.)
CIRCULATION MANAGER: Terry Sanders (N.Y.)
PRODUCTION SUPERVISOR: Ward Mallick, Val Arches (Cincy)

REGIONAL OFFICES

CHICAGO, Ill. 60606, 150 N. Wacker Dr. Area Code 312, CE 6-9818
Steve Lappin

JAPAN: Sanky Homes 213; 6-6-28, Akaseka, Minato-ku. Tel: 03-586-0261. Bureau Chief, Henry Onoman.

LONDON: 7 Carnaby St., London W.1. Phone: 437-4090
Andre de Vakey, Regional Publishing Director

LOS ANGELES, Calif. 90069, 9000 Sunset Blvd. Area Code 213, 273-7040
Bill Moran, National Talent Coordinator

NASHVILLE, Tenn. 37203, 1719 West End Ave. Area Code 615, 329-3925
Joel Sheffield

NEW YORK, N.Y. 10036, 165 W. 46th St. Area Code 212, PL 7-2800
Ron Willman, Manager of Consumer Electronics Sales

INTERNATIONAL SALES

United Kingdom: Andre de Vakey, Billboard Publications, 7 Carnaby St., London W.1. Phone: 437-4090, Cable Billboard, London

Italy: Gemerno Ruschito, Billboard Italiana srl, Piazzale Loreto 9, Milan. Tel: 28.29.158

Spain: Rafael Revert, S.E.R. Ave. Jose Antonio 32, 2nd Floor, Madrid 13. Tel: 23.28.000

Benelux, Czechoslovakia, Germany, Switzerland, Austria:
Johan Hoogenhout, Smismollstraat 40, s-Hartogenbosch, Holland. Tel: 47688

France: Olivier Zameczkowski, 14 Rue Singer, Paris 16.

Mexico: Enrique Ortiz, Nuelo Radio Mti, Insurgentes Sur 1870, Mexico, 20, D.F.

Puerto Rico: Antonio Contreras, 26 Gertrudis St., Santurce, Puerto Rico.

Venezuela: Cristian Roux, Radio Rio 1090, Calle El Rio, Edo. Vilma, El Rosal, Caracas, Venezuela

Microfilm rolls of Billboard (6 months per roll) can be purchased through 366 (Mi/Press, 52 W. 43rd St., New York, N.Y. 10036. William Hutchenon, Area Code 212, 524-6374

Subscription rates payable in advance. One year, $40, two years, $70, three years, $95. $60 for one year in Canada, Mexico, Central America and Puerto Rico and Canada. Rates in other foreign countries on request. Billboard does not accept/stop change of address should be give old as well as new address. Published weekly. Second-class postage paid at New York, N.Y., and at additional mailing offices. Copyright 1972 by Billboard Publications, Inc. The company also publishes Amusement Business, Discography International, Gift & Tableware Reporter, Merchandising Week, Record Mirror, Record & Tape Retailer, Vend, World Radio Television Handbook, American Artist, High Fidelity, Modern Photography, Photo Weekly. Postmaster, please send Form 3579 to Billboard Publications, Inc., 2160 Patterson St., Cincinnati, Ohio 45214. Area Code 513, 381-6480.

Vol. 84 No. 43

Merc Discounts Oldie LP Plan

CHICAGO — Mercury Records has released the first seven LP and tape packages in a "Solid Gold Rock 'n' Roll" promotion. All except a 4 Seasons "Edizione D'Oro" at $9.96 list) carry a $4.98 retail price, but all seven LP's will be offered at a 10 percent discount; tapes will be discounted 5 percent. Three 4 Seasons and packages by the Platters, Chuck Berry and Jerry Lee Lewis make up the initial release.

Subsequent packages will be made up from a list of 100 Celebrity Series, Double Hits and Smash All Time Hits singles in Mercury's catalogue.

Letters To The Editor

Koester Probe

Dear Sir:

I noted and read with interest your article on the impact of imports on the U.S. record market. High production costs have been combined with lowering standards of quality control in many American pressing plants to place domestic product in an unfavorable image compared with the European product, though U.S.-type cardboard sleeves do a better job of protecting pressings from warping (unless shrink wrapped) than those in Europe. European labels have generally done a better job of maintaining and refining quality than the U.S. jazz and blues field and this has had great effect on the buying habits of the American jazz/blues collector. Too bad so many American labels are following the boat in the reissue field by mispackaging and shoddy reproduction of what little has been done to keep classic jazz performances in print where, by maintaining availability, such classics as "No Count Sarah," the Clifford Brown Memorial Set, "Chocolate Snodae" and "The Chase," and many others can be reintroduced to each new generation of jazz fans.

The young people now coming into the jazz audience are the most broad-minded I have ever known — they have not yet "grown old" the way to the new music of Pharoah Sanders, Anthony Braxton, and Maurice McIntyre (Kalaparusha). The extent of these other classic performances needn't and perhaps shouldn't be discussed in the pages of a trade pub such as Billboard but the potential profits to be found by incorporating inexpensive reissue sets into contemporary jazz projects has been demonstrated by the imaginative approach of Prestige and Columbia. Why not Verve? Why not Mercury? Perhaps every reissue will not have the mass potential of the Brown Memorial and Robert Johnson and Eric Dolphy sets but costs are so much less on reissues that they really don't have to, do they?

Finally, a word about the BYG/ Goody product by Magic Sam, alluded to in your article. I am assuming that your article refers to albums issued on these two labels from Holland and France. I am advised that I have right of confiscation of such product and we are investigating this possibility, though it seems that it will not be necessary. It is usually only necessary to point out that with one exception, BYG did not bother to order duplicate tapes for their source material and that *they apparently dubbed their tapes from Arhoolie pressings*, which means that their finished product is *10 or 12 generations away from the original* and it's a rare case of domestic product being superior. We press at Wakefield and that helps a lot.

We American manufacturers can fight the competition of foreign product best by better quality control.

Bob Koester, Pres.
Delmark Records, Chicago

ZELMA REDDING, widow of the late Otis Redding, and Phil Walden, left, are presented with BMI certificates for "Sittin' on the Dock of the Bay" celebrating the one millionth radio broadcast of the composition. It is the first Southern R&B composition to achieve this distinction. Walden is head of Redwal Music. The presentation was made in Walden's Macon, Ga., office by Rick Sanjek, co-director of write administration, southeastern BMI office.

STATEMENT OF OWNERSHIP, MANAGEMENT AND CIRCULATION (Act of August 12, 1970: Section 3685, Title 39, United States Code)

1. Date of Filing: October 1, 1972.
2. Date of Publication: October 7, 1972.
3. Frequency of Issue: Weekly.
4. Location of Known Office of Publication: 165 W. 46th St., New York, N.Y. 10036.
5. Location of the Headquarters or General Business Offices of the Publishers: 2160 Patterson St., Cincinnati, Ohio 45214.
6. Names and Addresses of Publisher, Editor and Managing Editor: Publisher (Hal R. Cook, 9000 Sunset Blvd., Los Angeles, Calif. 90069); Editor, Lee Zhito, 9000 Sunset Blvd., Los Angeles, Calif. 90069.
7. Owner: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding 1 Percent or more of Total Amount of Bonds, Mortgages or Other Securities: None.) Hal R. Cook, 9000 Sunset Blvd., Los Angeles, Calif. 90069; Lee Zhito, same.
8. U.S.C. 3626 provides in pertinent part: "No person who would have been entitled to mail matter under former section 4359 of this title shall mail such matter at the rates provided under this subsection unless he files annually with the Postal Service a written request for permission to mail matter at such rates." In accordance with the provisions of this statute, I hereby request permission to mail the publication named in Item 1 at the reduced postage rates presently authorized by 39 U.S.C. 3626.
9. Signature and Title of editor, publisher, business manager, or owner)
Hal R. Cook, Publisher
10. For compulsion by non-profit organizations authorized to mail at special rates. Not applicable.

11. Extent and Nature of Circulation	Average No. Copies Each Issue During Preceding 12 Months	Actual No. of Copies of Single Issue Published Nearest to Filing Date
A. Total No. Copies Printed (Net press Run)	38,038	37,500
B. Paid Circulation 1. Sales through Dealers Dealers and Carriers, Street Vendors and Counter Sales	4,134	4,200
2. Mail Subscriptions	32,506	32,053
C. Total Paid Circulation	32,723	32,253
D. Free Distribution by Mail, Carrier or Other Means Samples, Complimentary, and other Free Copies	707	589
E. Copies distributed to News Agents but not sold	5,115	2,953
F. Total Distribution (Sum of C and D)	38,607	36,775
G. Office Use, Left-Over, Unaccounted, Spoiled after printing	1,431	1,145
H. TOTAL (Sum of E & F—should equal net press run shown in A)	38,038	37,500

I certify that the statements made by me above are correct and complete.

(Signature of editor, publisher, business manager or owner)

(Signed) John W. Sons, Secretary, Billboard Publications, Inc.

OCTOBER 14, 1972, BILLBOARD

General News

Farrell & Dumont Enter An Expansion Agreement

NEW YORK—The Wes Farrell Organization has entered into an expansion venture with David Mook's Dumont Corp. The new arrangement places full responsibility for the Wes Farrell Organization's publishing and administration of the Wes Farrell Organization's domestic projects under Mook's operation.

David Mook will be responsible for West Coast development, exploitation and administration of properties and projects encompassing music publishing, independent record production, radio and television commercials, including music merchandising campaigns and artist representation.

Also planned is the acquisition of major music publishing catalogs and properties, which will be announced shortly. The agreement will also be followed by the establishment of a new division to scout, sign and develop both new and established talent throughout the Western U.S. and Canada.

Mook will be managing director of the new Farrell-Mook operation in the west. Steve Bedell, executive vice president of the Wes Farrell Organization, has been organizing and planning the Farrell-Mook association from the West Coast.

Collegians Start Label

NEW YORK—F.F.O. Records has been launched here by David-Bruce Hest, head of F.F.O. Productions. First release, "Dances Are Calling" b/w "Hear My Song."

Hest wrote, arranged, and produced the record and is the featured artiste. Barry Goodman heads up distribution. The label is owned by college students and will concentrate on the college market. Steve LePow is product coordinator, Mike Marx sales manager.

And people all over the country couldn't agree more.

Kenny's album has gotten immediate mass airplay from coast to coast and the sales are following with the same speed.

It's an exquisite album of eleven original songs —six by Kenny, five by Kenny and his wife Yvonne— which make you concretely understand abstract terms like gentleness, peace and restfulness.

Kenny Rankin. His new album, "Like a Seed" is growing stronger every day on Little David Records and Tapes.

Little David

LD 1003

This One

PSBQ-NW9-13XG

See and hear Kenny Rankin sing "Coming Down" and "Peaceful" on the Flip Wilson Show, Thursday, Oct. 12th on NBC-TV.

An Atlantic Custom Label

moving?

Please let us know 5 weeks in advance before changing your address.

To expedite service, place magazine address label here and print your new address below.

Place your old mailing label here.

name

address

city

state zip 4344

Mail to: Billboard, Subscriber Service, 2160 Patterson Street, Cincinnati, Ohio 45214

Off the Ticker

Warner Communications Inc. will redeem its $3.3 million outstanding 5 percent convertible subordinated debentures on Nov. 1 at a price of about $1,060 for each $1,000 face amount if not converted to preferred shares on or before Oct. 25. . . . **Motorola Inc.** declared extra dividend of 2.4 cents a share in addition to regular quarterly dividend of 15 cents a share, both payable Oct. 13, record Oct. 2. . . . **Eastern Air Devices Inc.,** Great Neck, N.Y., has acquired **KLH Research & Development Corp.,** a division of **Singer Co.,** for more than $6 million in cash. KLH had 1971 pretax earnings of $1.5 million on sales of $13.4 million. Eastern, which makes electronic home entertainment equipment, reported net for fiscal 1972, ended July 29, of $1.4 million, or 65 cents a share, on sales of $27.9 million. Siegfried Susskind, president of Eastern, said the acquisition of KLH, manufacturer of high fidelity systems and loudspeakers, "will further strengthen its (Eastern's) position in the consumer electronics field." . . . **Sam Goody Inc.,** New York, is opening a new store in the Sperry Rand Building in New York City (adjacent to the Radio City Music Hall) about November l. According to the company, the new 13,000 square foot store is expected to add between $3 and $4 million in revenues to the chain. . . . **Shoreco International Inc.,** Farmingdale, N.Y., (nee Shorewood Packaging Corp. and Shorewood Litho Inc.) has filed with the Securities and Exchange Commission a public offering of 245,000 shares of which 175,000 will be sold by the company. . . . **Faraday Inc.,** Tecumseh, Mich., plans to move its Audio Products Group to Ann Arbor, Mich. and concentrate on the development of the cartrette tape system. The company said it is making arrangements wtih several Japanese manufacturers to affect royalty payments based on a lubricated tape patent. . . . New music companies incorporated in California include the following: **Miller Music Corp.** **(MGM); Leo Feist Inc. (MGM); Robbins Music Corp. (MGM); Silvery Moon Studio Inc., Hollywood Jet Set Inc.; Darisa Productions; and Grapvine Music,** all in Los Angeles; and **Homemade Jam Inc.** and **Amusex Corp.,** both in San Francisco. . . . **Transamerica** said 1972 per share earnings should be "at least 40 percent above the 1971 figure" and that 1973 earnings should show a good increase from 1972. . . . **North American Philips** predicts earnings from operations will increase to $2 a share in the first nine months and to more than $2.75 a share for all 1972. The forecasts, made by Pieter C. Vink, president, exclude extraordinary losses of 16 cents a share previously charged against the second quarter. The company reported for the first half that net income rose to $10.8 million, or $1.22 a share, after special losses of $1.4 million, or 16 cents a share, from the 1971 period's $2.5 million, or 28 cents a share, after special losses of $4.9 million, or 55 cents a share. . . . **Instrument Systems** Corp., Jericho, N.Y., has agreed to sell **White Electronic Development Corp.,** Toronto, a subsidiary which imports and distributes hi-fi stereo equipment in Canada, to the **Angot Group Ltd.,** Toronto, which manufactures and distributes office equipment. Instrument Systems also owns **Benjamin Electronics.** Under the purchasing agreement, Instrument Systems will receive 1,123,550 common shares of Angot, representing 48 percent of the outstanding shares, a 7 percent five-year convertible debenture for $361,000 and warrants to purchase 175,000 Angot common shares at $1.50 up to Dec. 31, 1982. The debenture is convertible at the rate of one common share for each $1 of debenture. Combined sales after the acquisition will be about $4.6 million. Part of the agreement provides that Instrument Systems will transfer to Angot Group a note payable by White Electronics to Instrument Systems for $825,949. Both companies also have entered a five-year pooling agreement under which each party will deposit 80 percent of their respective shareholdings with a trustee, restricting their sale and transfer. . . . Higher sales and profits in the third quarter are attributable to increasing demand for hi-fi components, video tape recorders and television sets, according to **Sony Corp.** Sales of tape recorders increased 5 percent, video tape recorders and hi-fi sales jumped 31 percent, and television sets sales increased 11 percent in the third quarter. . . . **Lloyd's Electronics Inc.** should net $1.60 to $1.70 in the year ending March 31, says Bateman Eichler, while $1.65 for fiscal 1973 vs. $1.36 netted this year is the estimate of Howard, Weil, Labouisse, Friedrichs.

WEEKLY SALES REPORT

Label:
DeLuxe 139
Artist:
The Manhattans
Title:
"One Life to Live"
Total Sales:
351,711
(Thru 10/2/72)

DISTRIBUTED BY
STARDAY/KING

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

Country Music

(another good reason for subscribing to the newsweekly of the international music record/tape industry!)

In Billboard. Get into It!

Billboard • 2160 Patterson Street • Cincinnati, Ohio 45214

Please fill me in on your exclusive Country Music coverage and authoritative coverage of all phases of the international music industry first thing, every Monday.

☐ 1 year $40 ☐ 3 years $90 ☐ new ☐ renewal
☐ payment enclosed
☐ bill me later

above subscription rates for Continental U.S. & Canada

Please check nature of business

☐ 1. Retailers of Records, Tapes Playback Equipment
☐ 2. Distributors, Operators, One-Stops, Rack Jobbers
☐ 3. Radio/TV Management & Broadcasters
☐ 4. Mfrs./Producers of Records, Tapes, Equipment
☐ 5. Talent-Artists, Performers, Agents, Managers
☐ 6. Schools, Colleges, Libraries, Audiophiles
☐ 8. Music Publisher, Songwriter, Unions
☐ 9. Writers, Reviewers, Newspapers & Magazines

Other (please specify)

Name

Company Address

City State & Zip

Type of Business Title #6200

Market Quotations

As of Closing, Thursday, October 5, 1972

NAME	1972 High	1972 Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	27	13⅝	392	16¾	15¾	15⅞	– ¾
						15⅞	– ¾
ABC	81½	51¼	452	77	74	74	– ¾
AAV Corp.	15⅝	9	130	11¾	10¾	11¼	– ⅛
Ampex	15⅛	5⅛	880	5⅝	5	5	– ½
Automatic Radio	8⅞	5¼	27	5⅞	5¼	5⅜	– ⅛
Avco Corp.	20⅞	13⅞	529	16	14½	14½	– ½
Avnet	15¼	10⅝	487	12	10⅞	10⅞	– 1
Bell & Howell	73⅜	54¾	641	61	56¾	56¾	– 2⅜
Capitol Ind.	14¾	6¼	171	8½	7⅞	8¼	– ⅛
CBS	63	45½	928	55⅝	50	50⅝	– 5⅛
Columbia Pictures	14⅞	9⅛	269	9⅞	9⅜	9½	– ⅛
Craig Corp.	8⅜	3⅜	132	4¾	4⅜	4½	– ⅛
Creative Management	15½	9⅜	31	10⅛	9½	10⅛	+ ⅛
Disney, Walt	201¾	132¾	893	183½	172⅝	172⅞	– 7½
EMI	6	4	223	4½	4⅛	4¼	+ ¼
General Electric	70⅞	58¼	2920	66¾	64¾	64⅞	– 1½
Gulf + Western	44¾	28	855	35½	34¼	34¼	– ½
Hammond Corp.	14¼	8⅝	425	14¼	13¼	14	+ ½
Handleman	42⅛	10½	494	13⅜	12⅞	13¼	+ ⅛
Harvey Group	7	3¾	103	6	5½	5¾	– ⅛
Instruments Systems Corp.	7⅞	3¾	169	4⅛	3¾	4	– ⅛
ITT	64½	48¼	7021	54⅞	53⅛	53⅛	+ ⅛
Lafayette Radio Electronics	40½	31¾	127	37	35½	35½	– ⅛
Matsushita Electric Ind.	28⅝	18⅛	2033	24¾	22⅝	22¾	– 1⅝
Mattel, Inc.	34¾	12	1000	14	13⅜	13½	+ ⅜
MCA	35⅞	23⅛	94	26⅛	25⅝	25⅝	– ½
Memorex	38½	16	1351	20½	18	19⅛	– ¼
MGM	22⅛	16¾	88	22	21	21	– ½
Metromedia	39	27¼	116	35	34	34	– 1⅛
3M	85¾	64⅝	942	81	78¼	79¼	– ½
Morse Electro Products	40⅝	25¾	105	36	33⅜	33⅜	– 2⅛
Motorola	129⅞	80	755	123	115¾	116⅛	– 3⅞
No. American Philips	39¾	26⅜	143	36¾	36	36⅛	+ ⅛
Pickwick International	51½	39¾	135	47	46¼	46½	– ¼
Playboy Enterprises	25⅛	16⅜	122	17½	16⅛	16⅛	– 1
RCA	45	32⅛	2137	35⅜	33½	33½	– 1⅛
Sony Corp.	48⅜	21¼	1457	48	43¼	43¼	– 4½
Superscope	19¼	11⅛	120	13⅜	11⅞	11⅞	– 1⅛
Tandy Corp.	49	32	524	37⅛	35⅝	35¾	– ⅝
Telex	14⅞	6⅛	608	7¼	6½	6½	– ¾
Tenna Corp.	10⅞	5⅝	381	6⅝	5	5½	– ⅞
Transamerica	23½	16¼	1341	18½	17¼	17¼	– 1⅛
Triangle	20	14⅝	46	15¾	15⅛	15½	+ ⅛
20th Century Fox	17	8⅝	554	10⅜	9¾	9⅞	– ¼
Viewlex	12⅞	6	169	6⅝	6	6⅛	– ½
Warner Communications	50¼	31¼	1904	41¼	38	38¼	– 1¼
Wurlitzer	20¼	14⅜	67	18⅜	18	18¼	+ ½
Zenith	50½	39	1385	47⅛	45½	46⅛	+ ⅜

As of Closing, Thursday, October 5, 1972

OVER THE COUNTER*	Week's High	Week's Low	Week's Close
Abkco Ind.	6	5¼	6
Bally Mfg. Corp.	62½	57¼	57¼
Cartridge TV	30½	26¼	26¼
Data Packaging	6	5½	5⅞
Gates Learjet	13¼	12⅞	12⅞
Goody, Sam	6½	5⅞	6½
Koss Electronics	12¼	11⅞	11⅞
Magnetic Tape Eng.	3⅛	3	3⅛

OVER THE COUNTER*	Week's High	Week's Low	Week's Close
Mills Music	12	12	12
NMC	9⅛	8⅝	9
Recoton	3⅜	3⅜	3⅜
Schwartz Bros.	6¼	6¼	6¼
Telecor Inc.	23½	20	21½
Teletronics Int.	11¼	10¾	11
United Record & Tape	3	2¾	4

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above contributed to Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc. Members of the New York Stock Exchange and all principal stock exchanges.

Analysts Favor GRT's Course

SAN FRANCISCO — GRT Corp., according to many on Wall Street, is doing a lot of things right, both in financial circles and in competitive tussling in its industry.

For example, the firm recently bolstered its image by signing Dot/Paramount and Fantasy Records to exclusive tape duplicating/marketing contracts and re-signed ABC/Dunhill Records to an exclusive tape contract.

(ABC/Dunhill had previously a non-exclusive tape contract with both GRT and Ampex Corp., while Fantasy had an exclusive pact with Ampex.)

Then, a group of Western financial analysts named the company in a poll of baby Blue Chips for California Business, a financial journal. Analysts were asked to pick the Western-based companies they felt stood the best chance of becoming Blue Chips in the future.

Finally, GRT completed negotiations on changes in its loan agreement with one of its major creditors, SMC Investment Corp.

GRT received from SMC waivers covering certain provisions of the loan agreement that hadn't been met to date. These provisions principally concern maintenance of required working capital, the company stated.

A similar waiver from its other major creditor, Bank of America, was received earlier.

VCA Offers 250,000 Shares

WESTPORT, Conn.—The Videorecord Corp. of America is offering 250,000 shares of its common stock to the public in an effort to raise $1.7 million.

According to the company's prospectus, the stocks which represent an estimated 14 percent of the firm's outstanding common stock, will be sold at $8 a share.

VRC expects that the stock will net the company $6.96 a share after total compensation to the underwriters when sold.

Money raised from the offering will be used to pay off outstanding debts, including a $500,000 bank loan; and to finance a number of promotional projects, among which is a drive to attract and hold more dealers.

Videorecord Corp. of America, formed three years ago, is headed by Dr. Stafford Hopwood, and a Board of Directors which includes Yale law professor Dr. Eugene Rostow; William Bernbach of Doyle, Dane, Bernbach; conductor William Schuman; and Hugh Downs, former NBC announcer.

The company was structured to sell a wide variety of prerecorded programs through a network of franchised dealers. To date the firm has acquired rights to more than 3,500 programs spanning such subjects as management education, industrial training, health and education.

Early shareholders of VRC paid an average of $2.18 a share for their stock, although it is reported that some bought theirs at 1.3 cents a share. Underwriters for the offering is M.R. Safir & Co.

Martin Mull made his new album in six days...

...and on the seventh he rested.

Capricorn Records
Manufactured by Warner Bros. Records Inc.

Credit Hangups Spur Suits

By NAT FREEDLAND

LOS ANGELES — Columbia Records is suing Vogue Books and Records for $83,676 in Superior Court here. Columbia claims that the now-bankrupt retail chain entered an oral agreement putting up store inventory as collateral against an increased credit line.

In other new non-payment suits filed at local Superior Court:

The bankruptcy trustee for Raven Electronics, Irving Bass, is suing Teledyne Inc., for $76,735 allegedly owed the parts supplier.

The Chicago Musical Instrument Co. is suing Record Merchandising for an allegedly owed $14,292.

A collection agency for Gold Star Recording Studio, Capitol Credit Corp., has filed suit against Happy Tiger Records for $8,751 allegedly unpaid for sessions in March.

Certron is being sued for $6,384 by Commercial Discount, representing the Packaging People.

Manufacturers
Producers
Publishers
of
Records
Inc.
presents
Educational Motivation
for the Advancement of
Individuals and Industry
on Cassette
and Visual Aids
Ren-Maur Music Corp.-BMI
R.R. Music-ASCAP
Representation - Publicity - Distributors
888 Records, 445 Fifth Ave.,
New York, New York (212) Plaza 7-3638

Music Maximus, Will-Doma Pact

NEW YORK—Jay Morgenstern, Frank Military and Nan Pearlman of Music Maximus, Ltd. have signed a co-publishing agreement with John Adamo and David Chimsy of Will-Doma Music Corp. Music Maximus, through their BMI affiliate, Dramatis Music Corp., will administrate throughout the world. In addition to Adamo and Chimsy, lyricist Genevieve and Armon St. George, a mother and son lyric team, have been signed exclusively.

Program Directors, Music Librarians and DJs

FIND's "Recordings in Release" is now available to you!

Now, another fine programming aid for your library. FIND's "Recordings in Release" is perhaps the most extensive listing of active LPs, cassettes, 8-tracks and reel-to-reel recordings (including all available quadrasonic product) currently available. That's more than 55,000 items, fully classified by type of product including jazz, classical, spoken word, humor, international, children, etc. "Recordings in Release" also contains special updated listings of current best-selling LPs and tapes.

FIND'S "Recordings in Release" will be sent to all radio programmers who fill out the coupon below and enclose a check or money order (see appropriate box) payable to FIND Service International.

Send to:
FIND Service International
P.O. Box 775, Terre Haule, Indiana 47808
Attn: Dean White

☐ Enclosed is a check for $5.00. Please send me FIND's "Recordings in Release" by regular mail.

☐ Enclosed is a check for $7.00. Please rush me FIND's "Recordings in Release" by air mail.

Name

Station

Address

City State ZIP

*Publishing date November 6, 1972

WB's Ombudsman Regehr

He Handles a Lot of Chores for Acts

LOS ANGELES—Bob Regehr, director of Warner Bros. Records artist relations department, thinks of himself as the performers' ombudsman to the rest of the company.

"My main responsibility is to support Warner Bros. acts on the road with whatever is necessary," he said, "from getting the limo out to the airport, to setting up radio interviews."

With new artists, the needs can get very basic. "Some new acts are signed without an agent or a manager, so you have to help them find the gigs to support themselves, you might also have to explain to them for the first time how different lighting cues can make their set go over better."

Regehr is a very tall, affable axe-independent publicist who specialized in campaigns for films like "Easy Rider" and "Five Easy Pieces" before joining WB 18 months ago.

Probably the single item he is most widely associated with since coming to Warner was the organization of the Big Alice Cooper ballroom party here. The party flew in San Francisco's colorful transvestite troupe, The Cockettes, to add more atmosphere, and was widely hailed in the press as the event which proved once and for all that the record industry had taken over movie stars' role in hosting gala bashes.

"I believe that most of the little buffet receptions companies keep throwing for their artists are a waste of money," says Regehr. "I'd much rather spend my budget on one or two big parties a year, and make these events which are really memorable. I figure, if it's not a party I'd look forward to going to myself, then it's just one of 20 things that week that the media has to force themselves to attend because it's part of their job."

Regehr feels that most major record companies have realized it's good business to set up strong artist relations department in the past five or six years.

"I have to remember I'm working for the company by working for the acts," he says. "My greatest satisfaction is seeing an act break after we plunged along behind it for years, such as Alice Cooper or Randy Newman. In a way that's even more of a thrill than when an artist is fortunate enough to hit it right the first time and take off immediately, as America did."

At the moment, Regehr's top priority is to see that the current T-Rex tour makes Marc Bolan as big in America as he has been in England for the past two years.

Ellis and Macero Plumb School Band Audience Mart

Ellis is one of a small number of jazz musicians, including Stan Kenton and Cannonball Adderley, performing clinics for high school and college students. In his opinion, the hot pockets of interest for adventurous music are in the suburban areas, especially the Midwest. The urban cities like New York and Los Angeles, are still interested in rock. But in college towns, there is this untapped market.

One indication Ellis is heading in the right path, according to manager Brown, is that in the economically insecure Pacific Northwest, schools have enthusiastically bought the Ellis band while turning down rock shows.

Big band interest has grown 100 percent this year, Ellis contends. "There is a tremendous market not being satisfied."

• *Continued from page 1*

in front of kids and they give Miles a standing ovation. They're tired of four-piece rock bands. They want to hear some real contemporary music."

Although Ellis has been playing concerts for young people during the past year, his manager, Meade Brown, acknowledges touring going because of the lack of any new recorded product.

Ellis' new LP, "Connection," which is being immediately released, was produced by Macero. It features the 22-member band playing contemporary tunes, familiar melodies and some originals but in the Ellis odd-meter format. The majority of the tunes are in 7/4.

"There are songs to which you can snap your fingers and swing with it," Macero said. "That's what music's all about." Included is the theme from the "French Connection," the first major film scoring assignment done by Ellis.

Ellis' odd rhythm signatures appeal to young people, Macero points out. They provide a fresh impact for young ears. The band's electronic sounds also represent a link with youth. (Ellis, incidentally, was the first major jazz band to use electric piano, electric bass, echo delays, ring modulators, and amplification on saxes.)

Columbia will provide four large speakers for concerts so the music can be presented quadrasonically, and is having leaflets printed which promote the new LP and Ellis' five other Columbia LP's, promoting Ellis to college radio stations and bookstores.

Ellis' presentation involves the brass band plus a string quartet, a brass quintet and a woodwind quartet within the big band one and one-half years ago.

Dismiss Distr. 'Piracy' Suit

• *Continued from page 1*

not been joined. "Plaintiffs' brief in opposition to defendants' motion to dismiss relies entirely upon a number of decisions which involve instances wherein plaintiffs had some interest by way of copyright or exclusive contract, or agreement in the performances comprising the commodity alleged to have been copied by the parties charged. In the instant case, plaintiffs have alleged no such interest whatsoever in and to the performances comprising the tape recordings manufactured by others and subsequently distributed by them and have not contended that they have any such interest in the same. Plaintiffs do not allege that even the unnamed manufacturers who manufactured the tapes, distributed by the plaintiffs have exclusive right, such as by copyright, to manufacture and sell recorded performances by the artists. But, if there is any right to be protected, such would lie with the manufacturers and with the distributor. Accordingly, the complaint is hereby ordered dismissed since plaintiffs totally lack standing to prosecute the action."

Jack J. Geldbart, a former executive with ABC Record & Tape, a branch rack jobber here, now with Lenny Goldstein & Cohn of Atlanta, represented the plaintiffs, while Al Marshall and Frances Pinckney of Charlotte represented the defendants.

'La Mancha' Nov. 1

LOS ANGELES—United Artists Records is shipping the soundtrack album of "Man of La Mancha" Nov. 1. The film, starring Peter O'Toole and Sophia Loren, began on the famed Broadway hit begins major engagements in mid-December.

J-M-I Releases

NEW YORK—J-M-I Records is releasing its first two country records overseas. Don Williams' "Don't You Believe" and Jackie Burns' "If Lovin' You Is Wrong" are both being released in Canada, through Quality Records.

LITTLE ELMO IS HERE!

We, the Infinite Messengers of Mercy and Truth, have but one duty and that is to implement those means necessary to relocate planets in distress.

As it is with planet earth, we have been called for the supreme purpose of total reconciliation of those energies now in a reverse operational pattern producing a state of nonfunction.

The mission is without futility. We are here in full force. Our physical counterparts indicate absolution of the means of which we speak and now it is to the ascending mortals of time and space that we devote our energising influence.

Peace. Honor. Love. The hour of creation abides. The light is upon you.

The Angels Of Mercy & Truth

Printed with permission of Little Elmo Publications.

WB Cast on 'Electric Co.'

NEW YORK — Warner Bros. Records will release the original cast album of the Children's Television Workshop series, "The Electric Company," this month. The album is the first non-broadcast product to emerge from the daily half-hour television series. Produced by Joe Raposo, previously responsible for the Sesame Street albums, the "Electric Company" album will include a specially designed package including an illustrated book of lyrics and a "word wheel" as educational aids.

The album features the stars of the television series, including Bill Cosby, Rita Moreno, Lee Chamberlin, Morgan Freeman, Jim Boyd, Judy Graubart and Skip Hinant.

Warner Bros. Records will back the album with an extensive merchandising, advertising and publicity campaign which is being coordinated with CTW's Non-Broadcast materials division. The Children's Television Workshop is a non-profit organization. Album royalties will be used to underwrite production costs of future CTW television programs.

Ed. Note: The following smaller bands

IT'S IN THE BAG

DISTRIBUTED BY UNITED ARTISTS RECORDS, INC.

Copyrighted material

Radio-TV programing

INTERVIEW:

Imus vs. Morgan, Round 1: a Draw

EDITOR'S NOTE: This is the second installment of an interview of sorts between Don Imus, morning personality at WNBC, New York; Robert W. Morgan, morning personality at KHJ, Los Angeles; and Claude Hall, radio-TV editor of the Billboard. Some of it is serious, but mostly the conversation was just a bunch of nonsense. Morgan has promised to rectify this with a serious interview sometime in the future; Imus has promised to rectify nothing. Dan Graham, Chess Records, appears briefly.

IMUS: I'm the greatest in the world except for Morgan and Steele and I'm not even sure about Steele.

HALL: Do you work out your show in advance, or do you wing it?

MORGAN: No, I don't work it out in advance.

HALL: The records are all pulled for you, right?

MORGAN: I select them as I go.

HALL: From a list?

MORGAN: This little guy comes down from Wallich's Music City and I'm not even sure about Steele.

HALL: Do you work out your show in advance, or do you wing it all?

MORGAN: No, I don't work it out in advance.

HALL: The records are all pulled for you, right?

MORGAN: I select them as I go.

HALL: From a list?

MORGAN: This little guy comes down from Wallich's Music City every morning with a bag. Do you know what I want for lunch? *Tuna* salad. On whole wheat toast. Burn.

IMUS: You're going heavy on that beer, Hall.

HALL: Well, I had to wait so damned long for you guys to show up this morning that I got thirsty.

IMUS: I love you.

HALL: I forgot to mention that.

IMUS: But when's the last time you got a chance to talk to somebody like Robert W. Morgan or me? Well, it's easy to talk to me.

MORGAN: Yeah. Just answer the phone.

IMUS: Does he talk to you often?

MORGAN: Yeah. As long as he can't pick up KHJ on the radio, he has to get his information this way.

IMUS: Now why do you lie like that, huh? I've been straight with you. Have you ever called me and asked me for a line about something?

MORGAN: Never.

IMUS: You're a liar . . . you know that?

MORGAN: Why Would I call you for a line?

IMUS: Because I'm so talented, that's why.

IMUS: You can't sit down, Don.

MORGAN: We'd just try to heal you.

IMUS: I'm doing an interview.

GRAHAM: You want me to go downstairs and give your secretary a bio for the Radio Programming Forum? I haven't done anything, man.

HALL: Do the same as Imus—lie. Lie about having worked on the railroad, about working in a uranium mine . . . that sort of colorful.

IMUS: Talk about when you used to push those Mexican records.

HALL: Where were we in this interview? You said something earlier about the records played on KHJ were brought in by a little guy from Wallich's Music City?

MORGAN: Of course, there's a list of records we play from.

HALL: Did you know all of the other air personalities on KHJ when the format was first launched?

MORGAN: I just knew Don Steele, as I recall. Because we were working together in San Francisco.

IMUS: He met Roger Christian in a restroom at the YMCA. Thought he was the attendant. He handed him a towel.

HALL: Roger's now working with Russ Barnett in a new radio consulting firm here in Los Angeles.

MORGAN: Have they got any stations yet?

HALL: Already have one in South America.

MORGAN (singing): Puerto Rican Solid Gold! And, from 65, this revolution.

HALL: That might be a good formula to come up with a new format the other day: A station that would play only new records.

IMUS: I think my idea for a Drake-Chenault Gay Rock format, the one I mentioned in the Vox Jox that I wrote, would be a good format for San Francisco.

HALL: Did I scratch that out, or did it go in?

IMUS: I don't know. You know I ducked Bob Hamilton's Report because he censored me.

HALL: He did?

IMUS: I said: "NBC doesn't censor me."

MORGAN: Do you know who Buzz Bennet really is, I mean, you've never seen Bennett and Hamilton together, have you?

HALL: No, come to think of it, I haven't.

MORGAN: Buzz Bennet is Bob Hamilton in (CENSORED).

HALL: Do you get many phone calls on your show? I heard you announce a telephone number for listners to call this morning. I started to phone you myself.

MORGAN: I have a set at the station who answers the phones for me and we blow the switchboard out about two or three times a week.

HALL: Do any of those calls actually get through to you, or does she intercept them all?

MORGAN: No, she puts some through to me.

IMUS: Who'd been on the air for an hour with Morgan that morning on KHJ. I talked to somebody this morning who really wanted to know if he could order that holy land record we were doing a bit on.

HALL: Did you actually get any calls on that?

IMUS: Why don't you ask something dumb, Hall?

HALL: I haven't any idea how many calls they get during a day at KHJ.

IMUS: Let me see that "bible." (THIS WAS THE BIBLE WITH BLANK PAGES GIVEN TO EVERYONE ATTENDING THE BILLBOARD RADIO PROGRAMMING FORUM.) I haven't seen that yet.

MORGAN: Who paid for it?

IMUS: RCA Records. They really did a good job on this promotion. A thousand at four bucks apiece.

HALL: Probably wiped out all of his royalties on his "12,000 Hamburgers to Go" album.

MORGAN: I've got news for you. His royalties on that album were wiped out with a cheese sandwich to go.

HALL: Supposed to be the only

(Continued on page 14)

MIKE SUTTLE, national promotion director for Mega Records, bought a theater marquee across the street from the radio station of WGAM to promote "I've Got to Have You" by Sammi Smith. Suttle said: "Jim Dunlap, program director of the radio station, knew absolutely nothing about this until he walked out tha door and read the marquee." From left: Tom West of WGAM, Skip Schrieber of Campus Records, local distributor; Dunlap; Suttle, and the theater manager.

New 'Beer City' Country Outlet

MILWAUKEE — WFWO-FM changed format to country music Sunday (1). New call letters of the operation are to be WMIL for "Big Country Sound." Bernie Strachota, president of WRIT, local Top 40 station, and WBCS-FM said that the new station is intended to fill a void in the market caused when WMIL, local country station, switched to a Top 40 format recently.

The programming of WBCS-FM is being provided around the clock by Programming dh, Los Angeles, and Programming dh president Ken Draiger said that four air personalities will be used in the syndicated service. Three of the personalities are Chris Lane, Mec Curtis, and Joe Ferguson. This marks the key entry of the firm into syndication of country, since Milwaukee is a major market and WBCS-FM will be the only country station there.

D.J. Years Bolster Promo/Program Chief

LOS ANGELES—Tom Brenneman, who specializes in everything from record service to programming and promotional ideas via his Brenneman Radio Service, also can supply that about which all oldies that a station may desire. In his days as an air personality, he saved every record that he played on the air.

Brenneman, who started BRS in 1967 as a sort of a moonlighting business while working in sales at a Los Angeles television station, began his career at KNEZ, Lompoc, Calif., where he recalls lugging wheel in the transmitter to put the station on the air. He also later worked as an air personality at KBLA, Yuma, Ariz. At KBLI, like KNEZ, Brenneman did an all show about six hours long and then went out on the street to make sales calls.

But all of this was "good experience." Actually, his first radio experience was at KBLA (now KROQ) in Yuma, Ariz., owned by Sonny Bono, then a record promotion man, sponsored a radio show on the station hosted by Breneman which was broadcast live from various colleges around the city.

His experience also includes KTKT, Tucson, and doing the all-night show on KTRN, Denver, where his wife pitched in and handled phone requests all night for him. In his consulting viewpoint now, Breneman feels that there was a great deal more esprit de corps among air personalities in the old days. "It's still just as difficult to make it big in radio as it was then, but then guys were more eager to build themselves. There wasn't that much money for being an air personality in the smaller markets and maybe there still isn't but in order to make it and become known, you had to really work on your shows then."

McLendon Rules

He recalled working "by the McLendon rules . . . preparing the music for your show . . . and it was fun. And when we used to take requests at night in Denver on KTRN, we'd jam up the phone lines and, through some crude way, the kids could talk to each other. That's why we called the radio show the den line." After KTRN, Breneman went to school to get his first ticket license and later into television in Los Angeles. At this point, he started his program service and, today, his activities include even lining up tickets to the Rose Bowl for a radio station

(Continued on page 14)

Marines Use Oldies In Radio Recruiting

WASHINGTON — The U.S. Marine Corps recruiting program, which successfully experimented with a pop/oldies-packaged radio service radio service, is now bowing its first r&b record series and will soon package its first country disk series.

Capt. Rec Carey explained that the r&b program package, three of which contains seven 12-inch LPs, went out recently to over 6,800 different U.S. AM and FM stations. Five-hundred and thirty-two stations responded that they would use the series. Artists featured on the first programs, each of which lasts 14.5 minutes, included James Brown, Stevie Wonder, Otis Redding, Aretha Franklin, the Supremes, Jackie Wilson and the Watts 103rd St. Band. One artists is featured on each show. Bill Haywood, WOL jockey, emcees each show program. The marine corps hopes to have live talk from participating artists on forthcoming series. Carey can be reached at (202) 694-1786.

Country Cooperation

A total of 1,250 stations have carried the pop series, with a fourth being planned. Four different soul shows, which are called "Sounds of Solid Soul," are planned. Carey intends to work with the Country Music Association in setting up the 52 country-oriented oldies shows.

RECEIVING A VISIT from Poco's Rusty Kershaw, Atlantic Records group, is Carolino Machado, music director of KRLA, Los Angeles.

PRESENTED WITH gold records by Atlantic Records in appreciation for their help in breaking the Persuaders' "Thin Line Between Love and Hate" in Canada are Rodney Jones, left, program director of WON, Chicago; Eddie Hollins, center, midwest Atlantic promotion, and Jay Johnson, of WON.

Screen Gems Ships LPromo

LOS ANGELES—Screen Gems-Columbia Music has just shipped 1,200 copies of its latest promotional package for radio airplay, according to Danny Davis, vice president of promotion. The LP, titled "Solid Gold Hits Instrumentally," is also available to any radio station that requests it, it is intended exclusively for broadcasting. Other albums in the series, all of which feature copyrights by Screen Gems-Columbia, have included "Solid Gold Programming" which featured such tunes as "Strangers in the Night" by Frank Sinatra and "Danke Schoen" by Wayne Newton.

"Solid Gold Hits Instrumentally"

(Continued on page 14)

NY Suburban Stations' Change

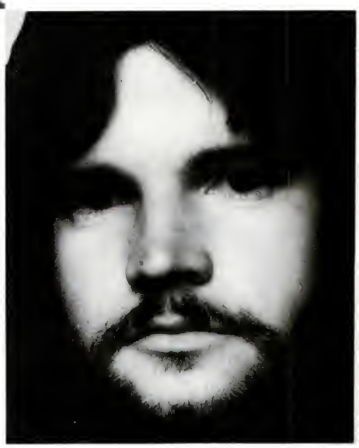
PATERSON, N.J.—WPAT-FM, located here, will feature a different kind of wall-to-wall music format, effective today. The two stations had been much the same.

As of Oct. 2, music director Ralph Sansaile will be developing a music service featuring a familiar melody sound of beautiful music. WPAT, the AM side, will continue to feature so-called "great" music. Both will be wall-to-wall. The FM will featured vocals occasionally. Curt Hahn is the program director of the stations.

CANDI STATON

The sweet facts of the matter are:
Candi has had six releases in her career.
Candi has had six chart records in her career.
"Stand By Your Man" sold over a million records.
Now she has a sensational new single,
"Lovin' You, Lovin' Me," #91005.
And a super-sensational new album, "Candi Staton,"
containing her hit rendition of "In The Ghetto."

LP: FAS-1800 8 Trk: 3800 Cass: 7800



TRAVIS WAMMACK

Travis has been a major factor in selling over sixty million records. He's backed such giants as Aretha Franklin, Wilson Pickett, Little Richard, The Osmonds, Mac Davis...to mention a few. Now he's his own major factor, playing and singing his first great LP, "Travis Wammack."

LP: FAS-1801 8 Trk: 3801 Cass: 7801

Fame 603 E. Avalon Ave.
Box 2527, Muscle Shoals, Alabama
United Artists Building
729 Seventh Ave., New York, New York

FAME Records, Inc.

Distributed by United Artists Records

Give the Gift of Music

These are the albums that have been added this past week to the station's leading programs and, in many cases, a particular radio outlet may play all of the cuts on a given album, but the cuts listed here are the preferred cuts by most of the stations.

ALBUQUERQUE: KRST-FM, Steve Suplin
CINCINNATI: WEBN-FM, Frank Wood
LONG BEACH: KNAC-FM, Ron McCoy
NEW ORLEANS: WRNO-FM, Hugh Dillard

ITHACA, N.Y.: WYBR, Chris Lucas
NEW YORK: WNEW-FM, Dennis Elsas
PHILADELPHIA: WMMR-FM, Carol Miller
PORTLAND: KINK-FM, Bruce Funkhouser
PROVIDENCE: WBRU-FM, Andy Ruthberg

SAN DIEGO: KPRI-FM, Dana Jones
SAN JOSE: KOME-FM, Mark Sherry
TUCSON: KWFM-FM, Allan Browning
WASHINGTON, D.C.: WMAL-FM, Phil de Marne

Hot Action Albums

J. GEILS, "Full House," Atlantic
Cuts: All.
Stations: WNEW-FM, WMAL-FM, KINK-FM, KNAC-FM, KOME-FM

JOHN PRINE, "Diamonds In The Rough," Atlantic
Cuts: All.
Stations: WMAL-FM, KWFM-FM, KINK-FM, WMMR-FM, KOME-FM

TEN YEARS AFTER, "Rock and Roll Music To The World," Columbia
Cuts: "Angel Sea," "18th Avenue," "O Caritas."
Stations: WMAL-FM, WEBN-FM, WRNO-FM, KINK-FM, KOME-FM

Also Recommended

AKIDO, "Akido," Mercury
Cuts: "Confusion," "Wejo."
Station: WMAL-FM

BATDORF AND RODNEY, "Batdorf and Rodney," Asylum
Cuts: "Home Again," "All I Need," "Under Five."
Stations: KRST-FM, KPRI-FM

BLACK SABBATH, "Volume 4," Warner Bros.
Cuts: All.
Stations: KNAC-FM, WRNO-FM

BLOOD, SWEAT AND TEARS, "New Blood," Columbis
Cuts: All.
Station: WNEW-FM

HARRY CHAPIN, "Sniper and Other Love Songs," Elektra
Cuts: "Sunday Morning Sunshine."
Stations: WNEW-FM, KWFM-FM

CRAZY HORSE, "Crazy Horse At Crossfield Lane," Epic
Cuts: All.
Station: WMMR-FM

DAVID CLAYTON-THOMAS, "Tequilla Sunrise," Columbia
Cuts: All.
Stations: KOME-FM, KPRI-FM

FAMILY, "Bandstand," United Artists
Cuts: "Burlesque," "My Friend The Sun," "Top Of The Hill."
Stations: KRST-FM, KWFM-FM, WMMR-FM, KNAC-FM

RITCHIE HAVENS, "On Stage," Stormy Forest
Cuts: "Topelo Honey," "Just Like A Woman," "Dolphins."
Stations: KWFM-FM, WBRN-FM

WAYLON JENNINGS, "Ladies Love Outlaws," RCA
Cuts: All.
Station: WBRU-FM

KEEF HARTLEY BAND, "72nd Brave"
Stations: WVBR-FM, KPRI-FM

CASEY KELLY, "Poor Boy," Elektra
Cuts: All.
Station: WEBN-FM

LINDISFARNE, "Dingly Dell," Elektra
Cuts: All.
Stations: KNAC-FM, WMMR-FM, KRST-FM, KOME-FM

MELANIE, "Stoneground Words," Neighborhood
Cuts: All.
Station: WNEW-FM

OSIBISA, "Heads," Decca
Cuts: All.
Stations: KINK-FM, WRNO-FM

JOHNNY RIVERS, "L.A. Reggae," United Artists
Cuts: All.
Stations: WNEW-FM, WRNO-FM, KRST-FM

MURRAY ROMAN, "Busted," United Artists
Cuts: All.
Station: KNAC-FM

CAT STEVENS, "Catch Bull At Four," A&M
Cuts: All.
Stations: WNEW-FM, WEBN-FM, KINK-FM

PETE TOWNSEND, "Who Came First," Track (Import)
Cuts: All.
Station: WNEW-FM

TIM WEISBERG, "Hurtwood Edge"
Station: WMAL-FM

WET WILLIE, "Wet Willie II," Capricorn
Cuts: All.
Station: WRNO-FM

BOBBY WHITLOCK, "Raw Velvet" ABC
Cuts: All.
Stations: WMMR-FM, KOME-FM

PAUL WINTER, "Icarus," Epic
Cuts: All.
Stations: WBRU-FM, WVBR-FM

YES, "Close To The Edge"
Stations: WMAL-FM, KWFM-FM, KINK-FM, KPRI-FM

WKRC-FM To Top 40

CINCINNATI — WKRC-FM is shuffling its format from "solid gold rock and roll" to Top 40, effective Oct. 1, when the station will also change its call letters to WKRQ. New programming will be geared to the 12-to-24 age bracket, according to Jack Champion, general manager.

Under the new arrangement, Chris Bailey is being brought on from KCBQ, San Diego, Calif., to serve as P.D. and 1-4 p.m. personality. Staff will be further augmented by Tom Lundy, of WMEE, Fort Wayne, Ind.; Jack Stewart, of WTVN, Columbus, Ohio, and new Chuck Morgan, of WAMS, Wilmington, Del.

WKRC-FM dropped a classical music format for solid gold about a year ago.

D.J. Years Aid P/P Chief

•*Continued from page 12*

promotion. As for the oldies, he has a comprehensive file and while some of them are irreplaceable, he does provide radio stations with tape of rare items. Most of his service is provided by mail and his clients include both U.S. and Canadian radio stations.

The "cut-throat" competition among Top 40 stations today, to some extent, has hurt radio overall, he felt. "In the earlier days, senior jocks used to take time to teach the younger jocks the tricks of the trade. Now, because the emphasis is so much on gaining ratings, instead of just doing a good show and letting the ratings take care of themselves, that the more-experienced professionals haven't got the time to teach the younger kids."

Breneman did his last air work in 1963. "I wasn't really a good jock. I tried hard and I was lucky and I pulled my ratings, but I actually made more money in sales than in being an air personality. But it's the full scope of his knowledge that helps in his BRS firm today—music, programming, promotion, and sales.

SG Ships LPromo

•*Continued from page 12*

features tunes by Ferrante & Teicher, Lawrence Welk, Peter Nero, and Bert Kaempfert.

The other two LP's in the series were "Best of Goffin-King" and "Best of Mann and Weil."

The World's Greatest Jazzband of Yank, Lawson & Bob Haggart

Featuring: Billy Butterfield-Bud Freeman-Boh Wilber
Vic Dickenson-Gus Johnson-Eddie Hubbie-Ralph Sutton

Have A New Christmas Album On

"HARK THE HERALD ANGELS SWING"

SIDE ONE
Hark, the Herald Angels Swing
Little Drummer Boy
Sodolph The Red Nosed Reindeer
Silent Night
Joy To The World

SIDE TWO
Jingle Bells
White Christmas
I'll Be Home For Christmas
The Christmas Song
Winter Wonderland
Deck The Halls

WORLD JAZZ
W.J.L.P.5-2

This Album Can Be Played Only On Stereo

A $5.00 Check or Money Order to World Jazz Records
4350 E. Camelback Rd., Suite 204C—Phoenix, Arizona 85018

Name _____
Address _____
City _____ State _____ Zip _____

DISTRIBUTOR INQUIRY WELCOMED

Imus vs. Morgan, Round 1: a Draw

•*Continued from page 12*

album ever issued where the line notes sounded the record.

IMUS: I want to show you, Claude, how I want these little ribbons in The Holy Book. Right down this page where it says: "Heaven sent from HIM and Don Imus." Don't laugh. I didn't go to all this trouble to have you just sit there and laugh. That's the way I want it done. Morgan looked through my bible and never saw it. And I'm the kind of guy to go around and check *every* book.

MORGAN: Maybe this Don Imus bit? How come it doesn't say: Imus in the Morning?

IMUS: Because I'm changing my name, now that I'm going on TV!

HALL: Are you really going to need an organ for the Awards luncheon thing at the Forum?

IMUS: I'm not coming in to do a high school show, Claude. Back to your thing Morgan . . . you've got to prepare something for your show. I know you don't write stuff down . . . you don't have to, but I know you prepare in your head . . . you have to. You don't come off with all of that crap off the top of your head . . . don't tell me that.

MORGAN: I don't write stuff down because, unlike you, Don, there's nobody for me to steal from.

IMUS: Yeah? Well, I'm the one who's going on ? ? ? ? ? ?

MORGAN: So's Dick Cavett.

IMUS: I don't have a short problem. Anyone wanna Johnny is going to be my announcer.

MORGAN: He best that rap?

HALL: Now that you're in New York, where do you get most of your copy from Imus?

IMUS: People send me tapes of Morgan.

HALL: I was thinking that you now found it difficult to listen to KGIL.

IMUS: Hey, I'd like to clear the air on those wisecracks you've made about me. I have never *heard* Dick Whittington . . . and never stolen a thing from him. The only guy I've ever admired . . . well, there's three guys I've really thought a lot of and who've influenced me—Morgan, Bob Hudson, and Jean Shepgard, in that order. And to heck with Dick Whittington. I've never heard him on the air . . . and I'm serious.

MORGAN: The only preparation I do is to be aware of what's going on.

IMUS: Reading newspapers and magazines and things like that?

MORGAN: Yeah. Watching TV, the TV news.

HALL: How often do you confer with Bill Drake? Does he ever talk directly with the jocks?

MORGAN: No. The only time we see Drake is socially . . . and that's rarely.

HALL: Are you ever aware that's he's listening to you?

MORGAN: No, because if I were aware of him listening to me . . . well, how does just one person show up in the ARB? You can't be worried about him . . . I never consciously think that I'd better watch my step because Bill Drake is listening. I know that Bill Drake wants to hear a good job done on the radio and that's what I try to do.

HALL: I watched Ted once and . . .

MORGAN: Ted who?

HALL: Atkins. Your program director. And it seemed that . . . IMUS: How you spelling that last name? Would you make that "present" program director."

HALL: He's still there, isn't he? (ATKINS SUBSEQUENTLY LEFT KHJ.) He keeps telling me that he isn't leaving. And I hit him with both of the rumors.

MORGAN: I've been out of town. What were those rumors?

HALL: One was that he was taking over as general manager of KHJ. Phoenix, and the other was that he was becoming national program director of Doubleday Broadcasting and would headquarter in Denver.

MORGAN: How could he be a national program director of a firm that makes books?

HALL: Oh, they have a couple of stations. KRIZ, KHOW in Denver, and something down in Texas.

IMUS: XERF . . . selling pictures of Jesus.

HALL: No. KITE in San Antonio morning.

MORGAN: Doing what?

IMUS: He said: Do you think you could work this format? Do you know what I told him? $50,000 and I'll work the all-night shift.

HALL: You couldn't work that format. I'm surprised at that. Most guys get away with what you did this morning.

IMUS: *They* don't let Morgan get away with *nothing*. Do you realize what would happen if they lost Morgan? Tuna didn't have any numbers. I'm not very idea to go on KHJ. It was Morgan's idea. And do you realize how much talent is down there? Do you realize what kind of guts it took to do that? Morgan laid his job on the line. That's what you have to do.

HALL: I would be surprised if you didn't get some flack back as the result of that show, especially Del Saferyn ad. To me, it seemed great. But it was totally unexpected.

MORGAN: Of course, it was unexpected. I've always screwed around with spots. He did that this morning. Did a fantastic ad lib job . . . but what he is there with you by the peanut butter. I had to close my mike, I was laughing so hard. Imus was in a different studio.

HALL: I noticed that you missed one cue on a commercial.

IMUS: We didn't miss any cue.

HALL: Yes you did . . . you fouled it up royally.

MORGAN: If I or Imus ever start worrying about what a sponsor is going to think of what we say with the commercial, then we'll be in a lot of trouble.

IMUS: You know, I did an interview. It wasn't yours, because you won't do one with me. Do you know what the whole secret is about being a success in radio anything else? It's being able to have it in your head that you're going to go all the way. If they won't let you do what you believe is a *professional* thing, whatever it is, you've got to be willing to tell them to stick it. And that's what Morgan was saying, because . . .

MORGAN: Your only security in radio is your ability to perform.

IMUS: I'm not trying to fool

(*Continued on page 32*)

More Radio-TV Programming Page 32

CHESS

1ST ROW:
THE OELLS • Sweet As Funk Can Be CA 50021
BO DIDDLEY • Got My Own Bag Of Tricks 2CH 60005
Chuck Berry's Golden Decade 2CH 1514
PLAY CHESS JANUS

2ND ROW:
SONNY BOY WILLIAMSON • This Is My Story 2CH 50027
CHESS JANUS
THE WHISPERS Life & Breath JLS 3046
CYMANDE JLS 3044

JANUS RECORDS

3RD ROW:
DIANNE DAVIDSON
Mountain Mama JLS 3048
REV. C. L. FRANKLIN
Come Unto Me Lazarus CH 74
LAURA LEE • Love More Than Pride CH 50031
GRADY TATE • She Is My Lady JLS 3050

4TH ROW:
MARTHA BASS • It's Another Day's Journey CK 10074
THE HARMONIZING FOUR • One God CK 10077 CK 10077
RAMSEY LEWIS • The Groover CA 50020 CA 50020
EAST ST. LOUIS GOSPELETTES • You Can't Hurry God CK 10075

We made our move. Now make yours.

Chess/Janus Records, A Division of GRT Corporation, 1301 Avenue of the Americas, New York, N.Y. 10019 Also Available on GRT 8-Track Tapes and Cassettes

Vox Jox

Jerry Goodwin, recently a Metromedia Records promotion man and last with WIXZ in Pittsburgh, is now doing the 7-midnight show on WPDQ, Jacksonville, Fla. Also joining WPDQ is **Bill Bartlett** of WIVY in Jacksonville. . . . WAKC Normal, Ill., has its new staff lineup—music director **Kelly Lenz** 5-9 a.m., program director **Tim Watts** 9-noon, **Bob Wise** noon-4-p.m., **Rick Mundy** 4-8 p.m., **John Hines** 8-midnight, and **Phil Kirk** weekends. **Jim Melton** is general manager of the station. . . . **Dave Cohen** has left WANV, Waynesboro, Va., to become program director of WINA in Charlottesville, Va. "WINA is going to have a format revamping and I'd like record companies to know that our weekly survey is available to all companies that will service us with product. We need Top 40 and MOR records. . . . **Don Aardappel,** music director and production director at KNPT, Newport, Ore., writes that the station needs another air personality. Can you imagine—Don gets a discount on Olympia Beer through the local distributor. I think we'll hold the new Radio Programming Forum in Newport, Ore., folks.

★ ★ ★

Dan Vallie, music director of WCBT in Roanoke Rapids, N.C., says that construction on the station's new studios is underway. Says the chief of police asked him not to wear his Bertha Has Balls teeshirt; that **Robert W. Armstrong** is doing the night shift on the station now; that he liked the **George Wilson** interview. . . . **Bill Gruber** and **J. Clayton Lawson** are now operating Magic Day Productions in Eugene, Ore., and if you'd like a demo of their 10-hour radio special based on music of the 50's, call one or both of them at 503-343-3702. Show is available in stereo and it's called "Cool Daddy, Cool." . . . **Gary Linton** has left WYZE in Atlanta and is now playing country music at KRGO in Salt Lake City. Rest of KRGO staff includes **Jonny Clayton, Richard Hales, Tom Johnson,** and **Richard Pexton. Gene Guthrie** is owner of the station.

★ ★ ★

Jeff Alan, head of a production firm in Los Angeles, has just produced a radio special called "Campaign '72" as sort of a vote getter hour show. **Charlie Tuna** is host. You can find out more details by calling Jeff at 213-463-4195. . . . **Larry McKee,** program director of WIBW-FM, writes that the Topeka, Kan., station is now 100,000 watts in stereo and playing country music. Manager is **Ed O'Donnel** and the lineup includes **Morris Wayne, Ron Ballard, Don Willis,** and **McKee.** . . . **Joe Sullivan,** whom most of you remember as program director of WMAK in Nashville, has just opened a record promotion firm in the city as well as his concert promotion firm. . . . Lineup at WHLW in Lakewood, N.J., includes **Ed Johnson** 6-10 a.m., **Michael Gordon** 10 a.m.-2 p.m., and **Charlie Roberst** 2-7 p.m. with **Jay Sorenson** doing weekends. Gordon serves as music-program director of the Top 40 station.

★ ★ ★

Bob Holliday at KLID, Poplar Bluff, Mo., reports "tremendous" response from the station's new oldies format. "Maybe our new format would be just the thing for the small market stations who are struggling to find a competitive format. We keep a current sound by playing records which have been out for weeks as oldies, maybe one an hour." Lineup at the station includes **Frank Terry** 6-10:30 a.m., **Charlie Moore** 10:30 a.m.-3 p.m., Holiday 3-7 p.m., and **Roger Hager** 7-midnight, with **Glen Perkins** and **Bill Steiger** working at the station on weekends. . . . **Jim Daniels** reports that he's alive and well at KWED, Sequin, Tex. "I'm working the housewife shift as well as being music director and we could use better record service from the major labels. Our lineup on KWED-FM has program director **Lowell Huffman** 6-9 a.m., me until 1 p.m., **Jim Helmke** 1-6, and **Ken Lott** 6-midnight. Right now, we sign-off at midnight, but a 24-hour operation is in the works. Glad to hear that **Scott Segraves** is at KAKC in Tulsa. He's one of the best damned program directors I ever worked for."

★ ★ ★

Jerry Roberts, KUAM, Agana, Guam, writes: "That bad bombre in your photo contest was the 'Real' **Robert W. Morgan** and he's never starred in anything. KHJ, maybe? Well, none-the-less, that's who it is. Do I get a free super aircheck of Mr. Wonderful. Seriously, I've listened to him from his first day KHJ. Until he digressed to WIND in Chicago. I then digressed to the air force. I've heard he's somewhat different now. I guess the aircheck will tell all. A word about your column. I think it's good. Forget what Morgan says. Congrats on the Drake and Tuna interviews. Just great. The rest of the guys here agree. If you could, please mention that KUAM has a new lineup. Me 6-9 a.m., **Pete Hammond** 4-6 p.m., **John Gerber** 9-midnight. The station runs MOR automation between live shifts. We anticipate going fully live soon. By the way, a friend of mine, **Ray Ross,** sent in a tape when you announced the air personality competition. How'd he do?" He won a plaque and we're trying to locate his address now in order to send it to him.

By CLAUDE HALL
Radio-TV Editor

By the way, the photo-thing regarding **Robert W. Morgan** was really intended to be a gag, but it seems everybody takes me seriously. I got a lot of letters saying the photo was of **Kenny Rogers** of the **First Edition,** etc. Anyway, I'll stand by and pay off with an aircheck of Morgan in the next few days.

★ ★ ★

Richard Pack is now executive advisor to **Donald H. McGannon,** president of Westinghouse's broadcasting's operation; he's been with the company many years in programming, both radio and TV, and this new position sort of frees his hands to do other things as a TV producer. He once programmed WNEW and before that WNBC, both in New York. . . . **Leslie F. Bagley,** 303-242-6560, has been operating an ad agency in Grand Junction, Colo., "but I want out. I wasn't cut out to be a salesman. I'd rather do a news or a jock show.

★ ★ ★

Dan Daniels has been promoted to music director of KRYS, Corpus Christi, Tex., and **Rick Sitler** is the new news director. Lineup rundown includes program director **Joe P. Ethridge** 6-9 a.m., **Bob Branson** 9-noon, **Daniels** until 3 p.m., **Jim Allen** 3-7 p.m., **Lloyd Wright** 7-midnight, and **Steve Weldon** midnight-6 a.m., with **Alex Garcia** and **Rick Fries** on weekends. . . . **Cleveland Wheeler** at WAPE, Jacksonville, Fla., writes that he's no longer doing music, but devoting full-time to his morning show; program director **Tom Kennedy** will handle the music from here out. . . . **Bill Stephens** is looking for a full-time gig; he's currently at WRIT, Boston, a day-time station. . . . WGAR in Cleveland had an oldies week a week or so ago. Not records, because it's an oldies station. Jocks, returning for a stint were such names from Cleveland's radio past as **Tommy Edwards,** now in the music business in Cleveland; **Scott Burton** and **Johnny Holliday** from WWDC in Washington, **Herb Oscar Anderson, Gary Owens** from KMPC in Los Angeles, **Johnny Walters** from St. Louis; **Joe Finan** from KTLK in Denver; **Don Imus** from WNBC in New York, **Jerry Gee** and **Ron Brittain** from Chicago; **Kerm Gregory** from San Diego, **Ron Riley** from WCAO in Baltimore, and **Harry Martin** from San Diego. **Anderson** and **Owens** never worked the market, so far as I know. Program director **John Lunnigan** is not above bringing in ringers.

★ ★ ★

Karen Vaughey, recently an air personality with KSJO-FM, San Jose, Calif., has been named community service director of KSAN-FM, San Francisco. . . . **Phil Lizotte,** program director of KSIG, Crowley, La., writes that the station is desperately trying to build up its music library of instrumental and classical records. "As of right now, our entire instrumental and classical collection consists of a whole 15 records. We are in the process of formatting more-subdued music later at night and at various points during the day."

★ ★ ★

I mis-identified a gentleman in a photo of the coverage of the fifth annual Billboard Radio Programming Forum. It wasn't **Gene Taylor,** general manager of WIXY, Cleveland, asking a question from the floor; it was J.J. Jordan national program director of the Star chain. Well, they look pretty much alike, these Chinese. . . . **Frank (J. Frank Wilson) Accarrino** is looking for a new job. He does a nightly rock show 7-midnight at KOAM, Pittsburgh, Kan., and has a first ticket. Call him at 617-354-4495, which means I suppose, that he's no longer at KOAM. . . . New lineup at KGLR-FM, Reno, includes **Dave Dillon,** music director **Ron Korman, Steve Lehman,** and **Steve Iker.**

★ ★ ★

The seventh annual Bill Gavin Radio Program Conference will be Nov. 30-Dec. 2 at the St. Francis Hotel, San Francisco. And I'll be there myself and about 800 other music and radio people. For registration forms and/or details, write Gavin at 114 Sansome St., San Francisco, Calif. 94104.

★ ★ ★

Art Duly is leaving KWOS, Jefferson City, Mo., and will be traveling toward Denver area seeking work in a larger market. . . . **Steve Bridges** is the new program director at KXEL, Waterloo, Iowa; he'd been at KSTT in Davenport, Iowa. . . . WTIC in Hartford, Conn., has become affiliated as a "sister station" to RSK of Okayama City, Japan, for the purpose of exchanging program, personnel and cordiality. Several stations have made similar ties with Japanese stations. It's a pity that, except for jointly-owned stations, there's no similar relationship between stations in the U.S. . . . **Dave Pell** is the new music director of KIIS, Los Angeles. For the past year, he'd been creative head of Motown Records on the West Coast. . . . **William E. Babcock** has been named station manager of WONT, Oneonta, N.Y. and **David Maurer** program director of the new facility. Babcock had been sales manager of WHUC in Jamestown, N.Y. Maurer had been general manager of WRHO-FM, Hartwick College, Oneonta.

★ ★ ★

Shane, WLEE, Richmond, Va., has an interesting suggestion: Bring back the old Battle of the Bands. Except, in this case, a station in one market, such as KJRB in Spokane, would select its top five bands and then pitch them against the top five bands of another station, such as KCPX in Salt Lake City. One year, the competition finals would be in Salt Lake City; the next year, in Spokane. Be a great rivalry thing. . . . WNEW-TV in New York has just won a 24-hour day; the only station to now broadcast on a 24-hour schedule in the city. Just goes to show you how really far behind TV is. One of these days, some smart TV operator is going to hire some Top 40 program directors and revolutionize the whole television industry. People might even start back to watching something besides football and the news on TV.

★ ★ ★

WIL, programmed by **Tom Allen,** is becoming one of the most successful country stations in the nation, according to the latest Pulse for St. Louis. In total listeners, 6-10 a.m., the station ranks fourth just a hit behind KMOX 29, KSD 14, and KXOK 12, with an 11. From 10 a.m. until 3 p.m., WIL is second in a tie with KSD. The ratings for that period show KMOX with 27, KSD and WIL with 11 and KXOK with 10. From 3-7 p.m., KXOK has 19, largely on teens; KMOX 17, WIL 14, and KSD is next with 8. From 7-midnight, KMOX and KXOK tie for first with 18, WIL and KSHE-FM tie for second with 13, KWK has 10, KATZ 8, KSD 4. Lots of FM numbers in the market and there'll be more when Bartell gets its FM rock operation cranking.

The second annual Florida Radio-Record Conference will be Oct. 6-7 at Daytona Beach. Going to have a never-closing hospitality suite. Sounds like my kind of meeting. Write P.O. Box 1447, Hialeah, Fla. 33011, for more details. Involved in the meeting are Eddie Lambert of Music Sales of Florida, Ken Van Dorand of RCA Records, Tom Sgro of Columbia Records, David Newmark of Polydor Records, Gary Schaffer of Tone Distributors, Tom Kennington of WFUN, and Sherry Smith of Professional Programming. Got an idea. Call Schaffer at Tone, Miami, for details. The event is open to anyone in radio or records.

★ ★ ★

Dick Biondi, one of the greats, is now at WSAI, Cincinnati, in a morning drive slot; he replaces **Jim Scott,** who went to WNBC, New York. Biondi had been at WCFL in Chicago. . . . KIIS, Los Angeles, is doing some unusual things in its revamping under consultant **Chuck Blore.** Like, for example, hiring some radio writers. One is **Marc B. Ray,** who has written many TV specials. Another is **Ron Bastone,** former program director of WCFR in Springfield, Vt. . . . **David L. Kidder** and **Jim LaBarbera** are working like crazy wrapping up some of the new "The Music Professor" shows. "The Music Professor," hosted by LaBarbera, is a three-hour week show that features some of the oldies LaBarbera has collected over the years, artist interviews, etc. You can get a demo by calling or write Kidder, president of the syndication firm, at the Kidder Organization, 430 16th St., Denver, Colo. 80202. . . . **Denny Richards Dormody** wants his old army buddies to know he's at WELW-FM, Cleveland.

★ ★ ★

Chuck Carney, eight years of experience as air personality and newsman, want would like a full-time job. He's at 813-971-0369. At present, he's working part-time at WQYK, Tampa, Fla. . . . The sixth annual Country Music Association awards ceremonies will be Oct. 16, broadcast via CBS-TV network live from the Grand Ole Opry house in Nashville. Host will be **Glen Campbell.** I hope that many of you air personalities can drop this information on the air. We'd like to build as large a TV audience as possible for the show.

★ ★ ★

Somebody and I were trying to think where **Don French** is, but I couldn't remember. Houston or someplace in Texas, I think. . . . **Bill Campbell** is leaving WSBA in York, Pa., to do the 7-midnight show on WCAO in Baltimore. He says that **Bob Harper,** program director of KOV, Pittsburgh, helped him get the job. Leaving WCAO is **John Harding,** who'll be going to WIBG in Philadelphia. . . . Lineup at KVI, Seattle, includes **Hardwick** 6-10 a.m. **Greg Aust** until 1 p.m., **Jim French** 1-3 p.m., **Jack Morton** 3-7 p.m., **Al Cummings** 7-midnight, and **Don Fuhrmann** midnight-6 a.m. . . . **Jonathan Fricke,** operations director of KBUY, Fort Worth: Thanks. I've now given your former assigned duties regarding Jose Cuervo to **Ray Potter.**

★ ★ ★

Do you ever wonder from time to time "whatever happened to . . ." Well, learned this week that **Tommy Sands** is alive and well in Hawaii operating an island tour service and going to the University of Hawaii. . . . Lineup at KYMS-FM, progressive station in Santa Ana, Calif., includes **Dave Wolf** 6-10 a.m., program director **Michael Stewart** until 2 p.m., **Bill Phoxx** 2-6 p.m., **Tom Roberts** 6-10 p.m., **Phil Terry** 10 p.m.-2 a.m., and **Paul Gibson** 2-6 a.m.; the station weaves in hits with progressive cuts. . . . Okay, so whatever happened to **Joan Garcia Esquival?**

★ ★ ★

KIOA, Des Moines, has taken over KYNA-FM, but general manager **Paul Jay Jacobson** and program director **Mike Welch** haven't decided yet what format will be featured on the FM station. . . . **Gary Meadows** is the new program director of WKAZ in Charleston, W. Va. and he'll be revamping the rock format somewhat, shifting to a shorter playlist and adding album cuts at night. He's looking for a good morning air personality. Meadows had been at WKOY,

(Continued on Soul Page)

It took Thousands of People almost 20 Years to bring you

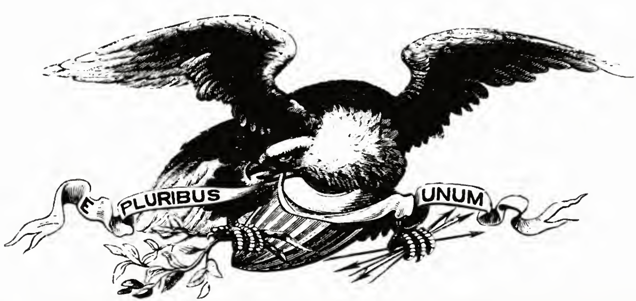
THE MUSIC PROFESSOR

Among them . . .

Elvis Presley, Lloyd Price, Rick Nelson, Chuck Willis, Bobby Darrin, Johnny Maestro and the Crests, Neil Sedaka, Paul Anka, Jimmy Jones, The Moonglows, Lee Andrews and the Hearts, Phil Spector, Carl Perkins, Buddy Knox, Ringo Starr, Charlie Rich, Joey Dee and the Starlighters, Shep and the Limelights, Annette Funicello, Paul Petersen, Bo Diddley, Johnny Burnette, and just about everybody else who ever had a hit record.

You owe it to them to give a listen.

THE KIDDER ORGANIZATION
430 16th Street
Denver, Colorado 80202



MILLIONS OF 18-20 YEAR OLDS HAVE THE VOTE.
MILLIONS OF 15-17 YEAR OLDS HAVE THE URGE
AND WE'VE GOT THE SOUND THAT SAYS IT ALL!

THE GREAT CAMPAIGN

RR 30065

JOHNNY STEVENSON

THE '72 CAMPAIGN WILL SELL THIS NON-POLITICAL 45 FOR YOU

ROCKY ROAD RECORDS

bell

DISTRIBUTED BY BELL RECORDS, A DIVISION OF COLUMBIA PICTURES INDUSTRIES, INC., 1776 BROADWAY, NEW YORK, N.Y. 10019

PRODUCTION AND SOUND BY JIM HILTON

Talent

Rock Concert Vandals Damages—Problem Grows

• *Continued from page 1*

duty policemen in the bathrooms, to merely stop wanton vandalism. Along with the call for audience responsibility, the air spots carried warnings to rock fans that many of the concert halls would simply stop booking rock acts if the damages continued."

He said that the problem is not as severe in Minneapolis, where he promotes shows at the Armory, but that it still exists. "On the recent Rolling Stones concert in Minneapolis," he said, "I lost more in damages than I made in profits." Stein put the damages figure for that concert at $7,500.

Stein attributed much of the accidental damage to the "fanaticism" of many of the fans and said that, quite often, the rock group performing must share in the responsibility for exciting the audiences, especially so when they use "controversial" material.

He said that the problem is "least felt in his New York productions, mainly at the Academy of Music," Stein attributes the New York audiences with more sophistication in going to concerts and thus the lesser tendency to "purposely destroy" hall fixings. Between ushers and outside security, he employs 30-60 persons at the Academy.

John Scher of Monarch Entertainment, whose concerts at Roosevelt Stadium in Jersey City and at the Capitol Theater in Passaic, N.J., said that the problem has not been that "severe" for Monarch. He did state that, "we had to add extra security guards for the Roosevelt Stadium parking lot, following our initial concerts, because we had eight to ten cars stolen.

The Capitol is a "slight" problem, he continued. "We always have a few chairs broken, but it's never anything really serious or done seemingly on purpose. We run movies or have circus acts between sets and I think that takes a lot to do with the small problem we have—the audience is just too occupied to become restless." At the Capitol, Scher employs 25 ushers and 12 outside security guards.

Gate Crashers

Ron Delsener, promoting concerts in Central Park at the Forum, Philharmonic Hall and Carnegie Hall, said that "we really don't have any damage problem." He did state that damages from broken windows, chairs and stains have cost his firm "$500-$600 a night." Delsener noted that most of the difficulties come "from kids who don't have tickets and try to crash the gate." He continued that, "many of these kids feel that they have the right to see the concert, ticket or not, and that's where our problems arise. It's all on the perimeter."

Frank LaGalbo, director of advertising and promotion for the Nassau Coliseum, said that the hall is a "no hassle place." Using a variety of independent promoters, the Coliseum's main problem, he continued, is also in the perimeter areas, where you have kids trying to get in free. He also admitted to the "occasional vandal" within the hall, in terms of broken chairs or fixtures. (Rock critics have scored the "extreme difficulty" in

(Continued on page 30)

Unsurpassed in Quality

GLOSSY PHOTOS — 9¼¢ EACH 1000 LOTS

1000 POSTCARDS $55.00
100 8x10 $13.95

CUSTOM COLOR PRINTS $85 between sets and I think that takes a lot to do with the small problem we have—the audience is just too occupied to become restless." At the Capitol, Scher employs 25 ushers and 12 outside security guards.

CUSTOM COLOR PRINTS $85
COLOR LITHO $17.95 per 1000
COLOR POSTCARDS $120 per 2000
MOUNTED ENLARGEMENTS 20"x30" 30"x40" $7.50 $10.50

Photographers
A Division of JAMES J. KRIEGSMANN
165 W. 46th St., N.Y. 10036
(212) PL 7-0233

Signings

Roger Greenway and **Roger Cook** have signed a longterm contract with Bell Records to produce the **Drifters** on an exclusive, worldwide basis. Under the agreement, Greenway and Cook will collaborate with producer **Billy Davis.** . . . **Carlton Hallsall** has signed with Metromedia Records. His first single, "Here's to the Next Time," arranged by **Jack Gale** and produced by **Pat Glasser** and **Ted Glasser,** will be released shortly. . . . Fox has signed with ISA Management, Yorktown, Ind. . . . **Chuckie** has signed with Musicor Records. . . . **Brenda Patterson** has signed with Playboy Records and is the first artist signed by executive vice president **Larry Cohn.** . . . **Johnny Rivers** has signed with Ron Straesner Associates for personal management. . . . **Enzo Stuarti** will record for Zanzee Records.

Fox, veteran sextet, has signed with ISA Management, Yorktown, Indiana.

(Continued on page 28)

Big Band Highlights Jazz Fest

PRAGUE—The highlight of the Ninth International Jazz Festival from Prague scheduled for Oct. 18 through 21 will be a specially packed festival hall, to be filled by the American trombonist and arranger Slide Hampton and Czech arranger-composer Vaclav Zahradnik. The orchestra will comprise some American talent in Europe, including trumpeter Benny Bailey, and leading musicians from both East and West European countries, and prior to the festival the band will record an album for Supraphon.

Other foreign guests include the Heikki Sarmanto Quartet from Finland, and the Mike Westbrook Concert Band from London. Apart from these participants, the festival is also to be a survey of leading jazz groups from Socialist countries. There will be a Czechoslavak starring in one of the concerts and this year the event has been classified as part of the Czech-Soviet cultural exchange scheme, and is shaping up as the greatest jazz occasion in East Europe concentrating on local talent.

Czech disk companies are releasing new product to coincide with the festival. Panton has an album by the Radio Prague Jazz Big Band, directed by Vadim Laukvikovski from Moscow, featuring Russian soloists, and an LP by a Czech all star combination, Karel Ruzicka Plus Nine. Supraphon is releasing an LP by an international group featuring flautist Jiri Stivin and Laco Tropp from this country, Barre Phillips and Stu Martin (USA), Klaus Koch (East Germany), Zbigniew Seifert (Poland), the Vaclav Zahradnik Studio Big Band with Slide Hampton, Britain's John Surman, and other soloists. Albums featuring international jazz soloists are increasing in number in the output of Czech record companies.

CARNEGIE FOR D. SQUIRES

NEW YORK — Dorothy Squires, a U.K. singer, is booking Carnegie Hall for a one-night stand on Oct. 22. The cost to her will be $50,000.

The artist has just signed with Bell and a single is expected to coincide with her appearance.

From The Music Capitals of the World

DOMESTIC

NEW YORK

Blood, Sweat & Tears, in the midst of a fall tour, will appear at the Music Hall, Boston, Mass., Thursday (12), JFK Center, Washington, D.C. Sunday (13), Philharmonic Hall, N.Y. (15-16), Elmira College, Elmira, N.Y. (19), Cornell Univ., Ithaca, N.Y. (20) and Brockport Univ., Brockport, N.Y. . . . Dr. Hook will appear with **John Mayall** at the Capitol Theater, Passaic, N.J. Oct. 27. . . . **Joan Baez** will perform at Madison Square Garden Tuesday (10). . . . **Hot Tuna** opens a fall tour at the Capitol Theater, Passaic, N.J. Friday (13). Other dates on the tour include: Ulster Community College, Stone Ridge, N.Y. (14), State College, Oswego, N.Y. (15), Newark State College, Union, N.J. (21) and the Academy of Music, N.Y. (27-28). . . . **Oohbia** will be appearing at the Apollo Theater, N.Y. Oct. 16 and the Nassau Coliseum (21). . . . **Paul Williams,** composer-singer, will be appearing at Carnegie Hall, N.Y. Nov. 17-18. . . . **Curtis Mayfield** is booked for Symphony Hall, Newark, N.J. Oct. 29 and the Academy of Music, N.Y. Dec. 1. . . . **Randy Newman** will be appearing at Philharmonic Hall, N.Y. Oct. 20. **Neal and Mark Rosengarden** will join him for the show. . . . **Jerry LaCroix** and **White Trash** are booked at the Park Theater, Union City, N.J. Oct. 19 and will appear with Who at the Buffalo War Memorial Oct. 27 and at the Rochester War Memorial, Rochester, N.Y. (28). . . . Gospel singer **Hazel Manley** appeared at Carnegie Hall Hall Sunday (8). . . . **John Hammond** and **Martin Mull** will share the bill at Max's Kansas City Tuesday (10) through Saturday (14). **Jimmy Norton's** Club is featuring **Savina** and the **Jazztet.**

JF Murphy & Salt will play New York Univ. Saturday (14) and Manhattan College (27). . . . Sirocco, featuring **Ash Sun,** recently celebrated its first anniversary. . . . **Morty Wax's** office has been formed to handle promotion for "The Steel Pier Big Band" LP. . . . **Max Roach** with the **All White Singers** were featured in the first of a series of "Black People Music" concerts at the Brooklyn Academy of Music. . . . Theatre at Noon, a series of musical events, will open at St. Peter's Church Oct. 16. Greek Village, 27th Street to 30th Street on Eighth Ave., has been formed by local night spots to expand awareness of Greek performers and their music. . . . ESP will release its second LP and broadcast performances by the late **Billy Holiday** Oct. 15. . . . Kaleidoscope International will present five evenings of chamber music in New York, N.Y. between Oct. 11 and March 21. Among the performers scheduled are the **Tokyo String Quartet, the Philharmonic Baroque Ensemble, the Berlin String Sextet, the Composers String Quartet** and Australia's **Adelaide Woodwind Quintet.** The **PJs, Jeannie Vignoli** and **Barbara Glasson,** join the **Enzo Stuarti** show at the Westbury Music Fair Tuesday (10). . . . **Neil Diamond's** one man concert series at the Winter Garden Theater, N.Y. has been sold out. Diamond is booked for 20 performances, Oct. 5-21.

JIM MELANSON

LOS ANGELES

It's a 7.9 lb. Jennifer Patrice for Jov and Norm Winter, He's the popular publicist. . . . Sundi Records v.p. Gil Cabot and his wife wife Sharon Foxe had a girl too, Christine Julia. . . . And the new Record Company Hallmark has their first product with "Dance" by Freddi Heinchi & the Soulseters of Colorado.

Beayer & Krause make their first live performance at the KPFK theatre in concert at UCLA Mar. 4. . . . UA packed the Ash Grove for their free concert with **Spencer Davis** and **George Gerdes.** . . . **Marquis de Sade** headlines the Venice Beach House Oct. 13-14.

Bill Winters' new singles advertised on but posters here. . . . **Dennis Coffey** writing a guitar book for Warner Bros. Music. . . . **Steve** and L.A. Film Exposition opens with "Young Winston." . . . Motown releasing a 40-song sampler LP of the Nick **Ashford-Valerie Simpson song catalog.**

Flash Cadillac & the Continental Kids challenge **Sha Na Na** to appear on same concert bill for the '50's rock championship. . . . **Sam Neely** is the first artist to play Attica Prison since the riots. . . . Chicago spending fall on an extensive campus tour.

A Doane Allman memorial set prepared by Capricorn Records.

Carole King celebrates her 10th music anniversary with a Columbus film featurette and a Screen Gems folio special. . . . **Argus** at the Troubadour Civic Nov. 10. . . . **Melanie** plans a public service pressing of **Shel Silverstein's** song "The **Bar-Kays** wrote a theme for the Chicago Black Expo, "Push."

Nick Gravenites and **Mike Bloomfield** get a Warner soundtrack album from their "Medicine Ball" score. . . . **Mel Torme** joins two original **Melotones** on the "Mancini Generation" TV series. . . . **Mrs. Ginny Mancini.**

Johnny Mathis celebrating his 5,000th show at the Sahara in Vegas. . . . **Ron Goodwin** scoring "Night Watch." **Elton Taylor** starrer.

Bo Donaldson and the Heywoods sang pre-game at Anaheim Stadium.

Charles Aznavour at Music Center. . . . **Mose Allison** at Ash Grove. . . . **T. Rex** for Santa Monica Civic. . . . **Grant Griffin** at the Rebel. . . . **Joe Walsh, ex of James Gang,** touring with his new **Barnstorm group.** . . . **Punch** touring Midwest. . . . **Oohbia** headlining the Harlem Apollo.

NAT FREEDLAND

LAS VEGAS

Perry Como, Shecky Green, Don Ho, Wayne Newton, Debbie Reynolds, Marty Allen were among headliner **Forrest Duke** as members of the ACTion Committee which will assemble top talent for the seventh annual Nite of Stars charity benefit for St. Jude's Ranch for Children at Caesars Palace Nov. 19. Each of the six ACTion Committee members are actively recruiting their show business associates for this event.

Bell Records hosted a party for **Sue Thompson** after the second show at the Riviera. Bell presented the singers with a gold record. The group then surprised Bell with a plaque honoring them. . . . Capitol Records' excited enough about **Glenn Campbell's** "I Will Never Pass This Way Again" written by VMI's **Ronnie Gaylord** that they are soon releasing an album under the same title. The new album will include two additional Gaylord penned tunes and one by his partner **Burt Holiday.**

Tropicana Hotel signed **Richard Harris** to a three year contract. . . .

(Continued on page 25)

Talent In Action

EAGLES
JACKSON BROWNE
J.D. SOUTHER

Felt Forum, New York

With the city just catching its breath after two weeks of spangles, strobes and high-energy English gaiety, Asylum Records brought three of its most conspicuously down-home, blue denim acts together for an evening in the recently refurbished Felt Forum. The informality was a refreshing contrast, but three hours of such lackness did offer some indication as to why the flash theatrics of those Other Bands might be catching on.

The Eagles are an undeniably powerful band, drawing most of their punch from classic rock 'n' roll, but their shirt-sleeve approach occasionally inhibits the momentum of their set. "Chug All Night" demonstrated that the band really was loose and the groove right, but the aggressive, "we're-gonna-boogie" approach which dominated the rest of their set was a little too familiar. A band with talent as shouldn't have to fall back on such counter-cultural caricatures to get the right response.

Jackson Browne overcame initial hearing problems to contribute a lovely set, filled with his recent chart successes as well as his earlier, impressionistic tunes. David Lindley again dazzled on supporting vocals, mandolin, guitar and fiddle.

Opening the evening was John David Souther, whose songs are strong indeed. However, as his recent Hitter End performance suggested, and this concert further proved, Souther's songs need a bit more support. The man's voice is just fine, and his guitar work would be ample, but with no supporting instrumentation, his abilities are stretched. With a good, country-flavored band, Souther's contemporary Texas visions would be far more convincing.

SAM SUTHERLAND

T. REX
ARGENT
DOOBIE BROTHERS

Academy of Music, New York

The evening concluded with that same seen-it-all weariness as T. Rex's last visit. While lighter this time around, the band still failed to ignite that long-expected spark, and Bolan finally appeared only incongruous, flanked by two-foot matching images of himself that continued to profess stardom while the two comes remained curiously unmoved.

Bolan alone does not a flash band make. He is deft, charming, internationally high-voweled as he shucksenjives down the ramp, eyelids glittering, teeth gleaming. But the band itself is lightweight, merely competent. Tragic indeed, given Bolan's personal charm (dare we say charisma?) and the churning wattage of that group's better recorded work.

Still, we can hope the electric warrior will return, hopefully surrounded by stouter stuff. Then, possibly, the battle can be won.

The evening's special guests, Argent, fared somewhat better, yet their success in energizing the crowd was tinged with irony: While the band has played better, they remain skilful and impressive throughout. Their success to date has been largely overlooked, stymied by inadequate exposure, further aggravated by the volume of good licks that fill their concert sets. They record for Epic, and, while they are getting just enough air play to be hoped that they will reach a few more folk.

Opening the evening, and free from any problems of identity, were The Doobie Brothers, clearly one of the stronger young bands. Any band with a matched set of drummers can't be bad, but Doobies triumph through pure, balanced power clean across the board. Their set was short, centering on their electronic capabilities to move the crowd, but it might have been nice to hear more of their guitar-oriented dimensions.

They record for Warner Bros., and, pretty preferences aside, they are killers.

PILOT

Whisky a Go Go, Los Angeles

Any group that has famed British session drummer Micky Waller, three American musicians' a second Englishman and three lead girl singers from Memphis calling themselves Peppermint Rainbow and Tweedie can't be all bad. And Pilot isn't.

The group ran through a series of well done, often strongly soul flavored numbers for its Whisky debut, making good use of new member Randy Wolfuse who excelled on keyboards and guitar. Waller, already known as Jeff Beck's Rock Group drummer and a member of Rod Stewart's studio crew remains one of the finest and most tasteful drummers in rock and acts as a strong base for the group. The Pilot album might not yet a part of the RCA artists' recording family, will remain on tour with the group. They added much to the overall sound, taking both individual and group parts.

The appearance marked only the third for the reunited group, and with a little more experience under their belts, should develop an even more solid act than they showed here. BOB KIRSCH

JOHN DENVER
AND FRIENDS

Carnegie Hall, New York

Flanked on each side of the stage by members of the audience RCA's John Denver, making his Carnegie Hall debut Sept. 30, brought the city's jaded folk scene of love, life and the great outdoors to an enthusiastically packed house. The compact singer-guitarist-writer played a disarming exuberance throughout his 70-minute set, obviously relishing the fact that a boy from Colorado had finally made it to New York's prestigious Carnegie Hall.

Backed solidly by Mike Taylor on lead guitar and Dick Kniss on

(Continued on page 28)

From the Music Capitals Of the World

DOMESTIC

* Continued from page 18

David Victorson, vice president of entertainment Hilton Hotel has applied to the Nevada Gaming Control Board for a gaming license. . . . The Public Relations Assn. of Las Vegas is looking for a song that will best promote Las Vegas. All entries must be received by 7/5 1973. Send to **Johnny George** at Circus Circus, deadline Nov. 15.

A unique 90 minute television special aimed at combating venereal disease was aired over 220 affiliated NEA stations including KLVX in Las Vegas. **James Coco** and **Robert Drivas** were stars. **Shel Silverstein** penned new song for the special . . . **Frankie Laine** (Sunbeam) closed at the Landmark and headed for Syracuse to open at the Three Rivers Inn Oct. 13. . . . RCA's **Jimmy Dean** and the **Imperials** at the Riviera Hotel closing out the mainroom star policy. . . . **Debbie Reynolds** wrapped up her last Las Vegas appearance for at least a year. The talented lady Broadway bound..

Perry Como (RCA) wrapped up three days of recording here for a week of taping in New York and Toronto for the **Coke Porter** television special to be aired in Feb. Como then flies to Las Vegas for the taping for the show set for December broadcast over NBC. Nick Perito is musical director set for the Como specials. The singer opens at the Las Vegas Hilton election evening Nov. 7.

Tony Bennett signed with MGM. **Vike Cole**, formerly with the same company flew in for Bennett's opening at the Hilton Sept. 19. . . . **Temple Mendelsohn** set to replace **Ann Margret** who has to bow out of her Hilton booking due to the Tahoe showroom fall. . . . **Cabaret** opened on the Union Plaza. . . . **The Carpenters** headlining Riviera showroom followed Oct. 4 by the **Nancy Sinatra** show.

While starring at the Flamingo singer **Lainie Kazan** did several selections from the Dayton-set album "S Wonderful, S Marvelous, S Gershwin" the original cast recording of the TV special in which Miss Kazan starred with **Dee Fuller** who has written many of the **Elvis Presley** hits has signed **Bonnie Fuller**, no relation, to a personal management contract. The 26 year old singer is from Wisconsin and now lives in town. . . . MCM radio announcer **Dennis Campbell**, 22, suffered a massive heart attack at his home and died. He was a victim of heart trouble.

TAHOE TOPICS: Wayne Newton closes his Harrah's Reno gig Wednesday (4) while **Jim Nabors** opens Thursday (5) at Harrah's in Tahoe. . . . This area's first rock concert went off successfully.

LAURA DENI

SAN FRANCISCO

Procol Harum takes a break in an eastern concert schedule for a Winterland date on Nov. 11. . . . **Alice Stuart Gilmore**'s new group **Snake** on Fantasy with an album release this month. . . . **The Grateful Dead** at Winterland (9) for a benefit performance. . . . Upcoming **Bill Graham** promotions at Berkeley's Community Theatre include **Elton John**, **Gordon Lightfoot** (22), **Savoy Brown**, **Uriah Heep** and **Peter Anderson** (24) and a repeat date with **Elton John** (25). . . . S.F.'s Civic Auditorium is the site for a giant circuit television spectacular. "Be Somebody . . . starring, among others, **Bob Hope**, **Duke Ellington**, **Johnny Mathis**, **Lionel Hampton**, **Nancy Wilson** and **Sammy Davis Jr.** on Oct. 11.

Chosen Chong the Circle Star Theatre, San Carlos, attraction on (13 & 14). . . . With nostalgia in

(Continued on page 26)

Studio Track

By SAM SUTHERLAND

Ben Sidran has come a long way from Racine: from his involvement with the burgeoning musical scene at the University of Wisconsin in Madison, he has filled studio work and composing for the **Steve Miller Band**, session work for the **Stones**, a book exploring black music and culture ("Black Talk") and two albums of his own. And he's just starting.

Sidran looks back on the value of his first album, "I Feel Single Groove" (Capitol), in terms of his new role as producer. That album, and the contacts made by it, established him as a producer. Now, through **Bullfrog Productions**, Sidran is actively building his skills as part of a production team with veteran engineer **Bruce Botnick**.

"Bruce is a cat whose ears are similar enough to mine, and whom I've worked with enough, so that much of what happens is implied, already understood," he explained. "We don't have to talk about certain things. Beyond that," he grinned, "Bruce is one of the three or four best engineers in the world. He's open. Where another engineer can only handle a certain style of music, becomes limited to that music, Bruce can handle any number of things."

That collaboration began with Sidran's Capitol album, but the decision to form a regular team coincided with the recent release of "Lead A Life" (just released on Blue Thumb). That session was recorded "from the cables up" at **Full Compass Sound Studios** in Madison, where Sidran and Botnick flew in a 16-track tape machine, lugged it up to the studio (not exactly a standard commodity in Madison) and eventually emerged with a set of tapes they proudly feels "sounds like L.A."

Since then, Sidran has brought his background in jazz and rock to bear on production work for **Tony Williams**, whose first recording his next Polydor album at **Intermedia Recording**. Williams contrasts Polydor album style with that of traditional jazz producers who, Williams feels, are relatively complacent in their emphasis on first takes: the classic jazz session lasts a day, and the studio's creative potential is subordinated to basic reproduction.

Williams didn't want to approach his album that way. "We didn't go in to make a jazz album," he remarked, and he smiled slyly as he described the results. Both he and Sidran are eager for release, for they feel the tapes are a strong indeed.

Sidran recalled the sessions, underlining his own conviction that his production abilities are tied to his musical and personal relationship to his artists: On Tony's sessions, "I didn't feel that glass separated me from him, that what happened on the other side of that glass was just Tony's problem. I felt that I was hanging out with him in there, working directly with him." He summed up his attitude toward helping artists project their own music, rather than his production style, by stating, "I couldn't possibly produce a record for a cat if I couldn't just sit down and talk with him. What is a producer? Traditionally, the man who sits in the booth, chooses the material, calls the things shots."

For Sidran, that role is much broader, ranging from living with the artists or helping Guenther Weil, Internedia chief, build a church, to virtually rebuilding a studio to get the right sound.

He's come a long way from Racine. Even if he still makes his home base in Madison.

* * *

Remote possibilities: Fedco Audio Labs of Providence, R.I., have been moving briskly during the last two weeks. First, the Fedco truck was on hand to study **Miles Davis** at Philharmonic Hall on Sept. 28. **Stan Cookel** engineered and **Ted Macero** again produced for Columbia. . . . Two days later, Fedco was on hand in Charlotte, N.C., where **Leon Russell** overcame a brief bout of poor health to electrify a crowd of 30,000 at the American Legion Memorial Stadium. **Ray Thompson** mixed the date, which also featured Shelter's other bluesman, **Freddie King**, along with Capitol's **Nitzinger** and the Gospel group, **Clouds of Joy**.

. . . The next stop, Fedco was back in New England, having crossed the Mason-Dixon to catch Atlantic Records' **Yes** in Hartford. Ill health was again an obstacle, as **Jon Anderson** was stricken with throat problems. **Eddie Offord** handled the P.A., curiously enough, leaving the engineering duties to Fedco's own **Fred Elchardt**.

Next in line? **Rod Shaun** at Philharmonic Hall. Meanwhile, Fedco's oddly indexed, with the recently released Band live album, recorded by Fedco last winter, "Considering the old saw that live dates can't compare with studio sessions.

COME TO STOCKBRIDGE
FOR LOW COST
STUDIO TIME
16 or 8 track:
$45 hr.
• top engineers
• first rate musicians
• albums, scores
• commercials, demos.
(413) 298-3621
NYC 765-3707
SHAGGY DOG
STUDIOS, Stockbridge, Mass.

Sunset Series Contributes $103,000 to Summerthing

NEW YORK—Sunset Series on the Common, sponsored by the Falstaff Brewing Corp., has made possible a contribution of $103,000 to Summerthing.

George Davis, producer of the 21-concert benefit series held this past summer on Boston Common, said that the money will be used Summerthing activities and possibly several winter programs.

Sunset Series gave 10 percent of the gross receipts from each concert plus the net profit at the end of the series, which totaled $103,000, to Summerthing.

Artists performing during the series included the Beach Boys, Savoy Brown, Fleetwood Mac, Poco, Richie Havens, B.B. King and Paul Butterfield, Tom Rush, the Mahavishnu Orchestra, Smokey Robinson and the Miracles, Arlo Guthrie, Sea train, the Association, Deep Purple, Kris Kristofferson, Buddy Miles Band, Curtis Mayfield, Canned Heat, Blood Sweat & Tears, the Doors, Virgil Fox, Maynard Ferguson, Weather Report, Swallow, Bonnie Rait and Chris Smither.

dbx noise reduction does not color the sound
dbx incorporated • 296 newton street • waltham, mass. • 02154

From The Music Capitals of the World

DOMESTIC

• *Continued from page 25*

full range throughout the Bay Area, **John Cornfield** bringing **The Guy Lombardo** Revue to the Marin Auditorium (18), Santa Cruz Auditorium (20), Flint Center, Cupertino, (21) and to the City's Masonic Auditorium (22). . . . **Allan Jones** recreates his role as the "Man of La Mancha" for a four-week run opening (27) at the Orpheum Theatre on Market Street. . . . **Engelbert Humperdinck** at the Circle Star Theatre (16-22) followed by the **5th Dimension** (28 & 29). . . . "No, No, Nanette," with **Virginia Mayo** and **Dennis Day** in the leads continues at the Curran Theatre with box office results.

Columbus's **Taj Mahal** at The Boarding House (10-15). . . . **The Ink Spots** the current attraction at the El Mocambo. . . . **Milton Berle** making his first San Francisco night club appearance is playing to big crowds at the Fairmont Hotel's Venetian Room. **Tony Bennett's** there (12-22). . . . The Sierra Club presented **The Steve Miller Band, Clover and Asleep at the Wheel** at the Marin Theatre (23) to publicize for a yes vote on "Proposition 20" (the Coastal Initiative). . . . **Bill Graham** has landed **Grand Funk Railroad** for the Oakland Coliseum for one night on Dec. 3.

PAUL JAULUS

MIAMI

T-Rex, now on its second U.S. tour of the year, performed at Pirates World in Dania, Sept. 19, then highlighted at Bayfront Center in St. Petersburg, the following evening. . . . **Ten Years After** wind up their brief U.S. tour with concerts Oct. 13 at the Jacksonville Coliseum and two nights later at the Bayfront Center, St. Petersburg. . . . **Yes** and **Eagles** performed at the Miami-Hollywood Sportatorium on Sept. 15 with A&M recording artists **Eggs Over Easy.** The concert was produced by Howard Stein. Leas Campbell presented **The Incredible String Band** with special guest star **Jackson Brown** Sept. 23 at the Miami Beach Auditorium.

Buffy Sainte-Marie will be in concert Oct. 7 at the Dade County Auditorium. . . . **Tommy** with a cast of 30 will be presented for the first time in Miami at the Dade County Auditorium, Oct. 20. . . . **Jackie DeShannon** appeared at Miami's Factory Sept. 16.

Osibisa playing the Jai Alai fronton (Miami and Tampa) Oct. 13 and 14.

On the college circuit, **Jonathan Round** and **Rory Gallagher** from England performed at the University of Miami, Sept. 13. Coming up at the University will be **The Mahavishnu Orchestra** with **John McLaughlin,** and **Larry Coryell** and **Foreplay,** Oct. 15. **The Kinks** and **Lindisfarne** will appear Nov. 12. **Mushroom,** the Miami-based environmental rock theater group, played two nights at Miami Dade Junior College, North Campus, Sept. 8-9.

Bachelors III in Fort Lauderdale presented **Lorna Luft,** who was followed by **The Dells** Sept. 18-24. The new club is closing for a month to enlarge its facilities. . . . Miami singer **Erica Trevor** has a major Playboy date coming up in October. She will appear at Playboy's new 32-million dollar resort at Great Gorge, New Jersey, Oct. 21-22, following a roster of stars including **Patti Page, Joan Rivers, David Frye** and **Jack Cooper.** . . . Singer/guitarist Larry **Stone** currently featured at Nero's Nook, Twelve Caesars Motel in Miami Beach. . . .

Black Oak Arkansas flew into Miami for a recording session at Criteria, which ran through Sept. 25. **Bonnie Bramlett** (formerly of **Delaney and Bonnie**) also was at the studios for a session. . . . **Jethro Tull's** final U.S. tour of the year includes concerts at the Bayfront Center, St. Petersburg, Nov. 3, and Jacksonville Coliseum, Nov. 5.

The first show of the fall season opening in Miami Beach is a Las Vegas musical comedy revue, "Pardon My Can Can" at LeCafe. Produced and directed at the Thunderbird Hotel in Las Vegas. . . . Caesar Morales and his orchestra will provide music for the show and for dancing. . . .

Murray Woroner's Ben Scott recording studios just completed an album by **The Saints.** Woroner is also producing visual parts of a full length feature film "The Soldier" and doing all the audio. According to Woroner, the studio completed producing and directing film commercial for the United Ways of America featuring **Lorne Greene, Jennifer O'Neal, George Kirby, Don Shula** (Miami Dolphins coach), **Bob Griese,** (Miami Dolphins member) and **Bobby Darin.** . . . M.J. Productions, a Coconut Grove headquartered film production company, was a recent recipient of the Silver Medal for fund raising in the Atlanta National Film Festival.

The Will Noble Affair, featuring **Addie Williams** and Will Noble, who have been around Miami for more than a year, will head west this month to make their Las Vegas debut at Caesars Palace. The group will return to The Forge for the winter season. The **Judges Nephews** are appearing at the Forge. . . . **The Faculty** has been held over at the Boom Room, Fontainebleau Hilton.

Gatsby's Speakeasy in **Hialeah** began broadcasting one hour of jazz every Friday night—live from their lounge over WFMI with Ray McFadden handling interviews with special guests. . . . English drummer Eric **Delaney** headlining the band at El Casino's Celebrity Room, Freeport, Grand Bahama. Jazz organist **Jackie Davis,** back in Miami, is now working on a series of music books for publisher Hal Leonard Company, in addition to doing a host of concert dates in the area. . . . popular pianist **Maria Velasco** is appearing at the Coney pub, Miami Beach Hotel.

Alston Bair who made his Miami debut two years ago from Jamaica, is back in town at the Windjammer Room of the Miami Marriott Hotel, where he opened Sept. 25 for a six week engagement. . . . **Barry Ashton's** production of "Vie parisienne" opens at the Americana Hotel, Oct. 13. . . .

CINCINNATI

Andy Griffith in town Thursday (5) as part of a promotional tour to hypo his new Columbia album release, "Somebody Bigger Than You and I." On Thursday evening, Griffith was honored guest at a cocktail party and dinner for area music and radio people, hosted by **Bob Ewald,** local Columbia sales chief. . . . **James Brown** brings his show troupe to Convention Center for a one-night-er Oct. 21. . . . **Yes Cliburn** appears in concert with the Dayton (Ohio) Philharmonic Orchestra at the University of Dayton Arena Wednesday (11).

Floyd Whited, active in the music field around Dayton and Springfield, Ohio, as head of his own recording firm a few seasons back, is back in the game, this time as manager of **Margo,** new singing talent recently pacted by Chart Records of Nashville. Margo's initial release, "Get Me My Cryin' Towel" b.w. "I'm A Lady," was followed last week by "Ode to the Chester" b.w. "The Animal Song." Whited was forced to quit the business several years ago following a massive heart attack.

Deejay **Jim LaBarbara,** who left WLW Radio last December to

(Continued on page 32)

Hollies U.S. Tour

NEW YORK—The Hollies, Epic artists, have announced plans for a major American tour commencing Oct. 13 in Albany and winding up in Los Angeles, Nov. 22. Other dates include Buffalo (Oct. 19), Boston (22), Washington (Nov. 6), Atlanta (8), Chicago (12), and San Diego (19).

TOP QUALITY 8X10 PRINTS

LITHOGRAPHED ON HEAVY GLOSS STOCK

BLACK & WHITE 8x10s
500--$22.85 1000--$35.00

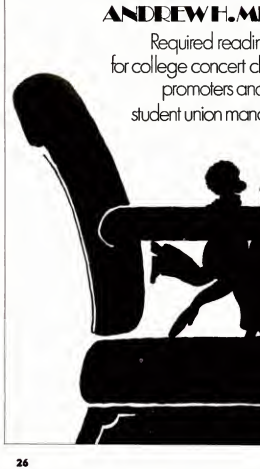
COLOR PRINTS
1000--$200.00

SEND FOR SAMPLES AND PRICES

ABC PICTURES
1567 E. FLORIDA ST.
SPRINGFIELD, MO. 65803

DANCING ON THE SEATS
BY
ANDREW H. MEYER

Required reading for college concert chairmen, promoters and student union managers.



Now, at long last, a practical, imaginative book that delves into the unexplored territory of promoting and producing a campus concert. *Dancing On The Seats,* by Andrew Meyer, is a comprehensive "how to" guide that should be required reading by campus buyers and social chairmen, who are fully aware of the difficulties in college concert production. Andrew Meyer, the head of A&M Records' College Department, draws from his own experiences to provide straight-forward and sometimes humorous glimpses into concert committee meetings and box office settlements.

Dancing On The Seats, is already being acclaimed and accepted throughout the music industry.

"Imaginative and interesting... I wish there were more books like this in the entertainment field."
—Chip Rachlin
International Famous Agency

"Andy Meyer's experience and his ability to document it for the novice college concert promoter is invaluable reading..."
—Gil Friesen
Vice-President, A&M Records

"Now, at long last, comes DANCING ON THE SEATS... Andy's suggestions about how to publicize a show are worth the price of this book."
—George Paul Brown
College Entertainment Assoc.

For your copy of Andrew Meyer's Dancing On The Seats, fill out the coupon below, enclose a check or money order for $6.95, payable to Billboard Books, and mail it today!

BILLBOARD BOOKS
2160 Patterson Street / Cincinnati, Ohio 45214

Please send me _____ copies of *Dancing on the Seats.* My check or money order is enclosed.

Name

Firm

Address State ZIP

Payment must accompany coupon. For information on special quantity discounts, write to:
BILLBOARD BOOKS
2160 Patterson Street / Cincinnati, Ohio 45214 1692

Ode Records, producer, artists and staff
congratulate
A&M Records
on ten tasty years.
We're happy to be part of your tenth.

ODE RECORDS INC. ® DISTRIBUTED BY A&M RECORDS, INC.

R'nR Revival Marks Third Year With Vol. 10

NEW YORK—Richard Nadar's Original 1950's Rock and Roll Revival celebrates its third anniversary at Madison Square Garden on Oct. 13. Volume 10 of the series features Chuck Berry, Bo Diddley, the Coasters, Five Satins, Crystals, Gary "U.S." Bonds and guest star Chubby Checker.

Nadar's 125 touring Revivals have played before 500,000 people in the U.S. and Canada since Oct. 18, 1969. He attributes a major portion of the success of the shows to the fact that "revival artists play directly to the audiences, never for themselves."

The producer said his audiences consist basically of young people who see the shows from curiosity, and 50's nostalgia seekers, who treat revival performers as old friends.

"As I approach our third anniversary, I must say most of my original objectives planned at the beginning of the Rock and Roll Revivals have been realized. These include a recent one-week stand at the Flamingo Hotel in Las Vegas, an early '73 Columbia Picture release of "Let the Good Times Roll," a filmed account of

(Continued on page 32)

Talent In Action

Continued from page 25

stand-up bass, Denver opened strongly with "Rocky Mountain High," title cut of his latest RCA album. The audience vocally backed the performer on several of his most widely known works, including "Leaving on a Jet Plane," "For Baby (For Bobbie)" and "Take Me Home, Country Roads." Denver's between-song banter was infectious, even stopping the show once to display his "juggling" prowess, "in case I ever need something to fall back on," he mused. Closer was "America, the Beautiful," with which the audience was encouraged to "join in please" one time too many. Nevertheless, Denver received a deserved standing ovation.

Wooden Nickel folk songstress Megan McDonough, backing herself on guitar, built her short set up to a rousing "Lady in Love," showing off to good advantage a pretty face as well as powerful voice. Fat City, Bill Danoff and Taffy Nivert, Paramount artists, followed with some nice folk harmonies, especially on their "I Guess He'd Rather Be in Colorado." Taffy plays one hell of a kazoo. Both acts later joined Denver during his set for some goodtime singing. **PHIL GELORMINE**

LOUDON WAINWRIGHT III
THE RELIEF BAND

Max's Kansas City, New York

God save Loudon Wainwright: he's the stuff myths are made of, and New York has already generated quite a few about the man. And, most important, he gives every indication of surviving them, being possessed with both formidable brilliance and a genuine sense of humor necessary for enduring the idolatry which should eventually catch up with him.

Why worship Wainwright? Because his abilities as writer and performer have been stunning for some time. And because, incredibly, he seems to have refined his craft even further, having settled into an onstage rhythm that is natural, immediate, positive, balancing neatly against the quiet horror which lies at the heart of much of his work. That Wainwright creates such personalized, yet accessible of hell and earth is, in itself, reason enough for praise; that he has honed his presentation of those tunes into an extraordinary powerful, subtle stage act is cause for rejoicing; that he can cap it all by getting the entire room to sing along on "Dead Skunk" is nearly miraculous.

Wainwright's third album, and first for Columbia, has just been released. He deserves your support.

Opening the evening with a short but impressive set was the Relief Band, a tight aggregate which aspires toward the dynamic subtleties and fluid rhythmic sense of jazz in an electric framework. Strong playing and soulful vocals contributed to a set that could have lasted twice as long without losing its energy. **SAM SUTHERLAND**

DAVID BOWIE

Carnegie Hall, New York

Ziggy is a myth and Lady Stardust is a song; they are not David Bowie, though each is a part of the other. Bowie set himself a number of impossible requirements for the full success of this tour, and then, being Bowie, proceeded to meet all of them with grace. Hard rock volume and violence does not normally allow for the demands of complex lyrics; but Bowie made every line of every song accessible and clear, which is what can hap-

(Continued on page 30)

Signings

Continued from page 18

Brenda Patterson is the first artist signed to Playboy Records by new executive vice president Larry Cohn. The artist has recorded for Epic and Elektra previously.

Johnny Rivers has signed with Ron Straesner Associates for personal management.

Enzo Stuarti will record for Zanzee, label owned by George Williams.

David Jones has been signed to an exclusive recording contract with MGM Records by label president Mike Curb.

Jones, who initially achieved international recognition as a recording artist as leader of The Monkees, has most recently been concentrating on personal appearances and concert tours here and in Japan as a solo performer. His ABC-TV special "Pop!" aired in July of this year.

Jones checks into MGM recording studios in Los Angeles October 5, 6, and 7 to cut his first single sides for the label, to be produced by Tony Scotti and arranged and conducted by Tommy Oliver under the supervision of Mike Curb.

Ah the glamour of business travel. Or so your wife thinks. But one place she'd be right about. Chicago's Hotels Ambassador.

Here you enjoy the same regal treatment as the famous stars who visit us. From a staff that numbers over five hundred — almost one for every room.

Speaking of rooms, you can dine in the fabled Pump Room. Or sip a drink 200 years ago in the Prince of Wales. Or simply relax in your room. Which you'll find is much more than four walls and a bed.

All for a price that's not a bit astronomical.

So next trip to Chicago, book with us. We're at 1300 North State Parkway, Chicago, Ill. 60610. Phone (312) 787-7200. Telex (312) 253-272.

But don't tell your wife about it. It could be the last business trip you take alone.

HOTELS
Ambassador
The Star Treatment

Bienvenu Aznavour

"Aznavour Sings Aznavour, Vol.3" Latest LP – Sung in English. Orders now being accepted. Barclay #80472

On tour in U.S.A. Oct.13 - Nov.6,1972

DATE	CITY	PLACE
Oct. 13	New Orleans	Concert Hall
Oct. 14	Miami	Dade County Auditorium
Oct. 15	Washington D.C.	Concert Hall, J.F.K. Center
Oct. 17	Regina, Sask. (Can.)	Saskatchewan Center of the Arts
Oct. 18	Winnipeg, Man. (Can.)	Manitoba Centennial Auditorium
Oct. 19	Stratfort, Ont. (Can.)	Festival Theater
Oct. 20	Boston	Jordan Hall
Oct. 21	Miami	Dade County Auditorium
Oct. 22	Chicago	Orchestra Hall
Oct. 26-29	New York	Carnegie Hall
Oct. 30	Princeton	McCarter Theater
Oct. 31	Los Angeles	Dorothy Chandler Pavilion, Music Center
Nov. 3	San Francisco	Masonic Auditorium
Nov. 4	Cupertino (Calif.)	Flint Center, Deanza College.

Barclay Records (France) and **Peters International** (U.S.A.) are proud to bring you a series of the great recordings of Charles Aznavour. In his inimitable style, he sings in English, French and Italian. Aznavour's autumn tour in the U.S.A. will certainly increase the demand for his records. Don't be caught short . . . order yours now!

CHARLES AZNAVOUR

Sung in French

QUI #80191

LA MAMMA #80324

IL FAUT SAVOIR #80325

TU T'LAISSES #80326

T'AVOIR AIMEE . . . #80335

ENTRE DEUX REVES #80355

FACE AU PUBLIC #80361

LES PRENOMS #80375

DESORMAIS . . . #80398

NON, JE N'AI RIEN OUBLIE #80422

L'AMOUR C'EST COMME UN JOUR #80426

IDIOTE JE T'AIME #80458

OUE C'EST TRISTE VENISE #80241; CHARLES AZNAVOUR 1965 #80255; LA BOHEME #80296; CHANTE EN MULTIPHONIE STEREO, ALBUM 1 #BB-92; CHANTE EN MULTIPHONIE STEREO, ALBUM 2 #BB-102; CHANTE EN MULTIPHONIE STEREO, ALBUM 3 #BB-113.

Sung in English

AZNAVOUR SINGS AZNAVOUR Vol 1 #80415

AZNAVOUR SINGS AZNAVOUR Vol 2 #80418

Sung in Italian

AZNAVOUR CANTA ITALIANO #80466

All records listed are manufactured in France by Barclay Records, imported and distributed exclusively in the U.S.A. by Peters International, Inc. Available at all leading record departments.

Peters International, Inc.
600 Eighth Avenue, New York, N.Y. 10018
Telephone: (212) 524-4020

Rock Concert Problem

• *Continued from page 18*

reaching one's seat at the Coliseum and at times having to "donate" to the "usher's fund" in order to get seated.)

Most promoters employ what they call "long hair" security, college students or street people of the audience's age and values, in the hope that direct confrontation with "authority" figures can be avoided. The results at times have been good, but the bills for concert damages remain on the books and seemingly will remain there until a solution can be found.

'Jacques Brel' on Broadway Alive

NEW YORK—The two major questions which faced "Jacques Brel Is Alive and Well and Living In Paris" in its move "uptown" were: does the play review hold up in a Broadway theater and can Elly Stone, the original star, sustain her marvelous performance after five years? The questions are actually rhetoric, as it turns out, for both play and star shine admirably, and with great effect, from the very beginning.

The demands of Broadway are also met by both the composer's delicately sardonic-romantic values as interpreted so magnificently by Miss Stone, and by the simple staging, which brings the actors into closer relationship with the audience than the intimate atmosphere which was created at the Village Gate.

All four performers, Miss Stone, Joe Maisiel, George Ball and Henrietta Valor, were outstanding. Miss Stone lifts her ingratiating skills to new heights, showing a dignity ad professionalism that is not seen very often on the stage at present.

Of course, Brel's lyrics and music tell the story — of children, death, and war, and of love won and lost, with humor, great valor and compassion. Tunes such as "Madeline," "I Loved," "Old Folks," and "Funeral Tango," and "Carousel" are touching documentaries to life's ruefulness and riches.

Staging was by Moni Yakum. Production conception, English lyrics and additional material were by Eric Blau and Mort Shuman. Columbia Records has the original cast album. It's being pushed by special promotion because of the Broadway run. "Brel" opened at the Royal Theater on Sept. 15.

ROBERT SOBEL

The greatest story never before told.

A quarter of a century of tape history is coming in Billboard's November 18 issue.

A story that will provide you with a fascinating glimpse into a product that was originally developed as a weapon of war.

Billboard's "25 YEARS OF TAPE" is a story never before told about a product that revolutionized the broadcasting and recording industries.

25 Years of Tape, coming in the November 18 issue, will chronicle the birth and phenomenal growth of the tape industry. It's an issue you won't want to miss.

If tape is where you're at, then Billboard's 25 Years of Tape special is the issue that is a natural for you. Take advantage of the greatest story never before told. It's coming in the November 18 issue of Billboard.

Ad deadline: November 3
Issue date: November 18

There's a Billboard Sales Representative nearby. Call him now.

NEW YORK
165 West 46th Street
New York, N. Y. 10036
212/757-2800

CHICAGO
150 North Wacker Drive
Chicago, Ill 60606
312/CE 6-9818

LOS ANGELES
9000 Sunset Blvd., Suite 415
Los Angeles, Ca 90069
213/273-7040

NASHVILLE
1719 West End Avenue
Nashville, Tenn 37203
615/329-3925

Talent In Action

• *Continued from page 28*

pen when you get a former actor turned into a pop star. To live up to a reputation as a colossal showman, he had to have a master's grasp of theatrics; but his controlled movements and gestures on a stark, bare stage only complemented the music, which is what can happen when you get a former mime turned into a pop star. The image, her high camp and the low laughs of the Bowie-lore that preceded him, that's what could have been the music's undoing. But a ghastly pallor, flaming red hair, and a change of clothes from harlequin to high-collared spangle, was all of the image he chose to give. Bowie the performer is serious about his songs.

For material he reached as far back as his two Mercury albums, as far forward as the recent two on RCA, and as far away as Jacques Brel and the Velvet Underground. There were even a few acoustic numbers, with moments for the grand delicacy of the Bowie 12-string guitar.

And in around the practiced gleam of madness and stardom, there was a hint that the performer rather liked being received like a hero. All with good cause. There is less that's impossible now that Bowie's been and gone.

NANCY ERLICH

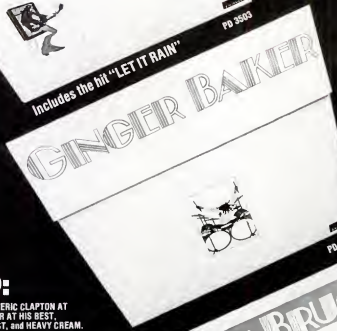
JOHN DENVER SHOW

Greek Theater, Los Angeles

John Denver performed for his full house Greek opening in front of a backdrop set of the Rocky Mountains, complete with twinkling stars. He started the show with his new album title song, "Rocky Mountain High," fittingly enough. Midway through the show he juggled three tennis balls, and after his standing ovation, he encored with "America the Beautiful," saying it was time to remember some of the good things about the USA.

Megan McDonagh and the Pat City duo were incorporated into his set, joining Denver for several duets featuring them as guests. Dick Gregory led off the evening and finished strong with a line about a return of Jesus today forcing us to walk around with little electric chairs hanging from our necks.

NAT FREEDLAND



INTRODUCING A TOTAL CONCEPT FROM SOUND TO SIGHT- A WHOLE NEW WAY TO SELL!

SOUND:

The legendary sounds of ERIC CLAPTON AT HIS BEST, GINGER BAKER AT HIS BEST, JACK BRUCE AT HIS BEST, and HEAVY CREAM. Together, they form the basis for a total marketing concept in music.

SIGHT:

Four totally coordinated albums designed for instant sales. Sell them individually or as a group

SELL:

Four 2-record sets at a fantastic low introductory price!

A TOTAL SELLING CONCEPT:

1. Designed for sales! Each package is die cut and embossed with eye-stopping red-white-blue covers.
2. Totally coordinated packages become instant in-store displays. Perfect for racks, walls, and counters.
3. Side-by-side, these 4 jackets make a unique, "people-stopping" window display.
4. "We bet you can't buy just one!" These beautiful 2-record sets are a natural for collectors, fans and buyers.
5. 2 records in one sleeve means less storage space—more room for sales.
6. Massive advertising and promotion! Radio spots, print ads, and displays are making this the hottest sales concept of 1972.
7. A compilation of the heaviest, best-selling music in the history of rock, together in 4 packages everybody can afford, everybody will be attracted to, and everybody will BUY!
8. Sell one and you've sold all four!

THE WORLD IS ABOUT TO GET CREAMED AGAIN with the most total selling concept in music history!

GOOD VIBRATIONS FROM

polydor

USE THE POWER (18) REGISTER AND VOTE

Polydor Records, Cassettes and 8-Track Stereo Cartridges are distributed in the USA by Polydor Incorporated; in Canada by Polydor Canada Ltd.

From The Music Capitals of the World

DOMESTIC

• *Continued from page 26*

join KTLK, Denver, rejoined WLW forces last week to man the 7 p.m. to midnight slot. With his return, Nick Young shifts to midnight to 6 a.m., replacing **Bob Martin** who has pulled up stakes and left. . . . **Curtis Mayfield** returns to the concert-nitery trail with a showing at Cincinnati Gardens Saturday (14) . . . **Jerry Lacroix** and **White Trash** show their wares at Hara Arena, Dayton, Ohio, Nov. 25.

The **Percussions** have been added to the **Cheech & Chong** concert date at Music Hall here Oct. 17. . . . **Randy Crawford,** new Columbia artist, opened Monday (2) at Act IV downtown. Her initial Columbia release, "Knock on Wood," getting firm play on WCIN here.

Mike Reid, defensive tackle for the Cincinnati Bengals, and **Dee Felice** and his group set for early recording dates at **Rusty York's** Jewel Studios. Felice recently cut two sides at Jewel. . . . **Sonny Simmons,** Cleveland gospel promoter, in town recently to produce an album on the gospel-singing **Monarchs** at Jewel Studios. Others in recently at Jewel to do gospel albums were **Judy Cody,** of Akron; the **Crossmen,** of Lansing, Mich., and the **Cooke Duet** of Wise, Va. . . . **Mad Lydia Wood,** accompanied by **Cincinnati Joe,** did the warbling on six commercial spots on Wiedemann Beer for the Campbell-Mithun Agency of Minneapolis at Jewel last week. Mad Lydia and Joe have held forth at various locations here for the last several years.

Peter Nero, during his recent five-day stand at the Lookout House, Covington, Ky., appeared as guest on **Bob Braun's** "50-50 Club," aired on Avco's four-city net via WLW-T. Local trade and radio people caught the Nero action in a Lookout House party hosted by local Columbia Records sales manager **Bob Ewald. Gordon Anderson,** regional promotional manager for Columbia based in Chicago, came in for the Ewald bash.

A package comprising the **O'Jays, Chi-Lites, Bobby Womack,** the **Dramatics, Candi Station** and the **Soul Searchers** attracted an estimated 5,500 to 11,500-seat Cincinati Gardens Friday night, Sept. 15, with ducats pegged $4 to $6. **Don Cornellius,** of "Soul Train," Chicago, booked the show. . . . **Big Band Cavalcade,** with **Frankie Carle, Bob Crosby** and **Freddie Martin,** and **Margaret Whiting** as special guest, in for a one-nighter at Taft Auditorium Oct. 13 in the first of a series of pop concerts being promoted by **W. James Bridges** in association with WWEZ-FM.

Ten Years After, English rockers, play Public Auditorium, Cleveland, Sunday (8), their lone Ohio date on a brief U.S. tour. . . . **Cheech & Chong,** Ode Records comics, stop off at Miami University, Oxford, Ohio, Friday (6) and follow with Music Hall here Oct. 17. Their next Ohio engagement is Dec 8 at Cleveland's Music Hall.

BILL SACHS

ATLANTA

LeFevre Sound Corporation has completed a $100,000 improvement program in its studio on Ellsworth Industrial Boulevard. Dan Flickinger and Associates of Hudson, Ohio, completely redesigned and returned the control room by installing a fully-integrated 24-input, 24-output quadrasonic console with simultaneous mixing outputs to a 1, 2, 4, 8, 16 or 24-track recording program. The studio additionally features a full Dolby system, 4 echo chambers, new speakers and amps and a Moog synthesizer.

Negotiations are proceeding between Phil Waldon and Associates and Out of Town Tours for several concerts featuring the Allman Brothers Band and Grateful Dead. If the negotiations are successful, several concerts will be scheduled for the fall. The concerts will last for approximately six hours, two hours for each band and two left for jam sessions. . . . Ronnie Hammond has replaced Rodney Justo as lead vocalist with the Atlanta Rhythm Section, who are completing their second Decca LP with producer Buddy Buie. . . . "Wet Willie II," a second album from the group of the same name, has been released by Capricorn Records in conjunction with the artists' current tour which includes playdates at the Academy of Music in New York and the Boston Music Hall. . . . Capricorn's Marty Mull follows a Roslyn, New York, appearance with one at Max's in Kansas City this week. He'll appear at the Palace Theater in New York for a December concert with Dan Hicks and his Hot Licks. . . . Famous Artists Attractions has announced a 1972-73 popular concert series that includes Atlanta appearances by Freddy Martin, Bob Crosby, Frankie Carle, Margaret Whiting, Herbie Mann, Roger Williams, Emmett Kelly Jr., Carlos Montoya, the Preservation Hall Jazz Band, Ferrante and Teicher, Fred Waring, Liberace, The World's Greatest Jazz Band, Dave Brubeck, Gerry Mulligan and a rock revival featuring many artists of the late 1950's and early 1960's. . . . The Platters, under the musical direction of Buck Ram, are appearing nightly in the Club Atlantis of the Hyatt Regency, Atlanta.

SHELLY PISANI

MEMPHIS

Shelby County (Memphis) Court has voted to create a music commission to promote the music industry here. Squire Billy Ray Schilling sponsored the move, pointing out that the industry contributes substantially to the Memphis economy. Named to the commission were Isaac Hayes and Marty Lacker. Others will be named later. . . . David Mayo and Wash Rag are working on a pair of albums at TMI. . . . Stax has releases ready on John Gary Williams, a member of Mad Lads, and by Harvey Scales. The Staple Singers are doing a Flip Wilson show.

Pure Prairie League did a live concert broadcast on WMC radio which was recorded by Ardent. This group plus Rory Gallagher, an English blues-rock singer, are being featured nightly at Lafayette's Music Room in Overton Square. . . . Bill Taylor has been producing Hugh Prestwood, a folk rock singer from El Paso, in a single for Mach al Hi. . . . Sounds of Memphis has a new label with the splashy name of Wet Paint. First release will be out right away, a single by The Vision, a group formerly known as The Passions. President of the label is Dan Greer and vice president is Willie Bean. The Sounds studio will have a Nov. 1 release by the Minits. Just out is a single by the Ovations, followed by an album six days later.

Mempro has a release ready by the Gentrys, produced by Knox Phillips. . . . Sam Phillips Studio has been busy cutting horns and voices on Katie Love for Stax, produced by Barry Beckett and Roger Hawkins. Phillips also has put horns to Townes van Sant for Poppy Records, produced by Jack Clement and Ivory Joe Hunter. Charles Chalmer is producing Phil Driscol at Phillips for an A&M album.

JAMES CORTESE

R'R Revival

• *Continued from page 28*

a Revival show featuring 50's film clips and an upcoming European tour," Nadar said.

On Dec. 29, Volume II of the Original Rock and Roll Revival headlines Roy Orbison at Madison Square Garden in his first New York date.

Yesteryear's Hits

POP SINGLES—Five Years Ago October 14, 1967

1. The Letter—Box Tops (Mala)
2. Never My Love—Association (Warner Brothers)
3. To Sir With Love—Lulu (Epic)
4. Little Ole Man (Uptight Everything's Alright)—Bill Cosby (Warner Brothers)
5. Ode To Billie Joe—Bobbie Gentry (Capitol)
6. (Your Love Keeps Lifting Me) Higher & Higher—Jackie Wilson (Brunswick)
7. Come Back When You Grow Up—Bobby Vee & The Strangers (Liberty)
8. How Can I Be Sure—Young Rascals (Atlantic)
9. Gimme Little Sign—Brenton Wood (Double Shot)
10. Soul Man—Sam Dave (Stax)

POP ALBUMS—Five Years Ago October 14, 1967

1. Ode To Billie Joe—Bobbie Gentry (Capitol)
2. Sgt. Pepper's Lonely Hearts Club Band—Beatles (Capitol)
3. Diana Ross & The Supremes—Greatest Hits (Motown)
4. The Doors—(Elektra)
5. Aretha Arrives—Aretha Franklin (Atlantic)
6. Byrd's Greatest Hits—(Columbia)
7. Headquarters—Monkees (Colgems)
8. Groovin'—Young Rascals (Atlantic)
9. Vanilla Fudge—(Atco)
10. Are You Experienced—Jimi Hendrix (Reprise)

POP SINGLES—Ten Years Ago October 13, 1962

1. Sherry—Four Seasons (Vee Jay)
2. Monster Mash—Bobby (Boris) Pickett & The Crypt Kickers (Garpax)
3. Ramblin' Rose—Nat King Cole (Capitol)
4. Let's Dance—Chris Montez (Monogram)
5. I Remember You—Frank Ifield (Vee Jay)
6. Green Onions—Booker T & the MG's (Stax)
7. Do You Love Me—Contours (Gordy)
8. Patches—Dickey Lee (Smash)
9. Alley Cat—Bent Fabric (Atco)
10. If I Had A Hammer—Peter, Paul & Mary (Warner Brothers)

POP ALBUMS—Ten Years Ago October 13, 1962

1. West Side Story—Soundtrack (Columbia)
2. Peter, Paul & Mary—(Warner Brothers)
3. Modern Sound In Country & Western Music—Ray Charles (ABC Paramount)
4. The Music Man—Soundtrack (Warner Brothers)
5. Ramblin' Rose—Nat King Cole (Capitol)
6. Ray Charles Greatest Hits—(ABC Paramount)
7. Roses Are Red—Bobby Vinton (Epic)
8. I Left My Heart In San Francisco—Tony Bennett (Columbia)
9. Hatari—Henry Mancini (RCA Victor)
10. The Stripper & Other Fun Songs For The Family—David Rose & Orchestra (MGM)

T-Rex Showcased In WB TV Spots

LOS ANGELES—Warner Bros. Records has launched its biggest television advertising campaign to date, with 150 spots scheduled to air during the first week alone of the current T-Rex national tour.

Spots are scheduled to run with T-Rex tour dates in New York, Boston, Detroit, Chicago and Los Angeles. Time has been bought on the CBS Thursday Night Movies; Sonny & Cher Hour and Mod Squad, among other shows.

The commercial, filmed by Pegasus Productions, features shots of T-Rex star Marc Bolan intercut with footage of the duo in concert.

A Letter of Resignation

EDITOR'S NOTE: This is an actual letter of resignation by an air personality in a major market. Names have been deleted to protect the innocent. But I'm apologizing for also having to protect the guilty, including, evidently, the radio station. The letter was to the general manager.

Dear ________,

Enclosed is a copy of my resignation. In it, I have stated "strictly personal reasons" for leaving XXXX. This was a difficult decision to make.

When _____ ________ hired me, I was impressed and excited to become a part of one of the country's most talked about, as well as listened to, stations. When you and _____ let me take a crack at the morning show, I was flattered and proud.

When _______ was let go, I was confused.

I can see now how the station was getting farther and farther away from the original concept. At the same time, _____ was doing at least *some* good. Perhaps, like _____ _______ and _____ _______, he just wasn't given a real chance to prove he could do the job.

But this fifth-quarter quarterbacking does not really say anything about my reasons for leaving. If in fact anyone really cares, since disk jockeys come and go at will. But I like to be remembered and I like people to know where I stand.

Whether or not the choice of the new program director was sound remains to be seen (or heard, as the case may be). I will not deny him his well-deserved chance to prove he can do the job. And he very well may do just that. At any rate he will conquer with or without _____ _______ or ___ _____ _____.

Professionalism aside, this could really be described as a moral decision. These are not my people. Undoubtedly, I am just as cliqueish as the dopers when it comes to lack of acceptance of the opposite faction. In this regard, I concur with your recent memo completely . . . but I can't seem to "live" with the situation on a day-to-day basis.

Finally, I want to again thank you for our talk last Thursday. It made the decision even harder. I was very much reassured once your policy was stated, but again, it is different on a person-to-person level (me vs. the dopers).

I genuinely enjoyed my experiences here. I will retain a massive respect for XXXX, ________, and _____ _______. Thank you very much for everything.

Sincerely,

____

Imus-Morgan Talks

• *Continued from page 14*

you either, but all of the guys around the country who have some general manager and some program director threatening them . . . well, they've got to be willing to say: "Look, I believe in what I'm doing and you go (CENSORED). And then get another job, that's all.

HALL: Morgan, did you consider going to WNBC in that afternoon slot? Because I think Imus was pitching you like hell for it.

MORGAN: I have no comment on it.

HALL: That was the first time anyone ever called me up, a radio station I mean, to tell me they *weren't* hiring a man. Pat Whitley, program director, called me just to say: "We're not hiring Robert W. Morgan."

MORGAN: Who said that?

HALL: Pat Whitley.

MORGAN: How the hell would be know? Imus makes all of the decisions there.

IMUS: Do you know how Pat Whitley makes his decisions?

MORGAN: He has to write down the address of the station to show it to a cab driver just to get to work.

IMUS: No, he takes the bus.

MORGAN: He has his mittens tied to his sports coat. In any case, he's the luckiest program director on earth.

(EDITOR'S NOTE: This interview will be outlined in a later issue.)

KEZY EXECUTIVES, Oliver Wilson and Arnie McClatchey, receive a behind-the-scenes explanation of how the Osmonds new single was developed from Donny Osmond at the MGM Recording Studio in Los Angeles. The Anaheim, Calif., station promoted the brothers concert.

New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-the-minute on available new product. The Music Industry Code (MIC) number, a universal numbering system, appears in bold face type following the manufacturer's number. The following configuration abbreviations are used in the listings: LP—album; ET—8-track cartridge; CA—open reel 3¾ ips; R7—open reel 7½ ips; QL—quadrasonic album; QE—quadrasonic 8-track cartridge.

POPULAR ARTISTS

ABRAMS, MISS
Abrams, Miss, & The Strawberry Point 4th Grade Class
(LP) Reprise MS2098 12-413-0399-0 ..$5.98

AKIKO
Akiko
(LP) Harmony
SRM1644 ..12-427-6462-2 ..$5.98

ANTHONY, RAY
Plays Per Broum Dancing/Around The World
(LP) Astro-Space
RA1007 ..13-100-9805-6 ..$5.98

APRIL WINE
April Wine
(LP) Big Tree 2012 12-803-3001-1 ..$4.98

ARNOLD, BUDD
Plays For Happiness & Other Lovers
(LP) Victor LSP4728 13-760-3535-2 ..$5.98

ATKINS, CHET
Picks On The Hits
(LP) Victor LSP4754 13-760-3509-4 ..$5.98
BT PBS2018 ..RS-160-3509-8 ..$6.98
CA PBS2018 ..RS-160-3509-4 ..$6.98

ATOMIC ROOSTER
Made In Britain
(LP) Elektra EKS75025 13-405-0337-6 ..$5.98

AULDERDGE, MIKE
Rebel
(LP) Takoma/Cervi
01083 ..12-803-4001-6 ..$5.98

BAKER, GEORGE
Storiesreview
(LP) Alco 607913 ..13-403-0160-1 ..$5.98

BALDERDASH
Ballad Of Shirley Goodman & Marcy As Told By Balderdash
(LP) Uni 73138 ..13-426-0110-0 ..$4.98

BENNO, MARC
Ambush
(LP) A&M SP-4364 ..13-418-0284-6 ..$5.98

BIRTLES
(LP) Danbill
DS50127 ..12-417-0136-9 ..$5.98

BLOODROCK
Passage
(LP) Capitol
SW11109 ..13-100-1285-6 ..$5.98

BOHANAN, DON
Ad Lib
(LP) Mega M31-1015
BRASS BIND
Brass Bind, w. Phil Bodner
(LP) Prel. 3 PR5067 13-799-6060-5 ..$5.98

BRAMMER, BEVERLY
It's Make You Music
(LP) Capitol
SF11092 ..13-710-3063-7 ..$5.98

BROWN, JIM ED
Down To Earth
(LP) Victor LSP4755 13-760-3534-1 ..$5.98

BUCKMAN, JEFF
Buckmaster, Jeff
(LP) Polydor PD5033 13-716-8166-3 ..$4.98

BUCKLE, HENRY
Buckle, Henry
(LP) Harry SRM1643 12-427-6465-2 ..$5.98

BURNETTE, DORSEY
Here & Now
(LP) Capitol
ST11094 ..13-100-1268-2 ..$5.98

CACTUS
Cactus
(LP) Atco SD7011 12-403-0170-5 ..$5.98

CAFFEY, KREAN
Caffey, Krean
(LP) Decca DL75363 13-433-1214-9 ..$4.98

CALLIER, TERRY
What Color Is Love
(LP) Cadet LX5019 13-436-0123-1 ..$5.94

CAMEL, JOHN
Waterloo Lily
(LP) London NPS613 13-170-1218-5 ..$5.98

CARAVELLI
Plays Simon & Garfunkel's Greatest Hits
EC31467 ..13-100-2923-5 ..$5.98
ET CA31467 ..13-100-2923-7 ..$6.98

CARRELL, HENSON
Carrell, Henson
(LP) Atco SD7010 ..12-403-0116-6 ..$5.98

CASTOR, JIMMY, HUNCH
Please Mr. Jailer
(LP) Victor LSP4783 13-760-3530-7 ..$5.98

CCS
CCS
(LP) Rak K23156? 13-709-3003-4 ..$5.98

CHANDLER, KENNY
Charles, Bobby
(LP) Decca DL75363 13-433-1214-9 ..$4.98

CLIFFORD, DOUG "COMBO"
Clifford, Doug "Combo"
(LP) Fantasy 9411
COFFIELD, PEPPER
Pepper Coffield & Friend
(LP) Harmonia
KMD1052 ..
COLLINS, TYM
Think About It
(LP) People PE5002 12-000-4702-6 ..$4.98

COMMANDER COBY & HIS LOST PLANET AIRMEN
Hot Links, Cold Shakes, Fearless Favorites
(LP) Parsons PAS6031 13-714-1061-1 ..$5.98

CONLEY, ARTHUR
Alone Again Naturally
(LP) Cotillion
KC31629 ..12-100-2926-5 ..$5.98
ET KE31629 ..12-100-2926-7 ..$6.98
CA KE31629 ..12-100-2926-4 ..$6.98

COUNTRY DAZETTE
Truths To Be Made
(LP) UA LA355?96 ..13-407-0358-5 ..$5.98

CRAMER, CURTIS
Class Of '72
(LP) Victor LSP4773 12-160-3537-4 ..$5.98

CURB, MIKE, CONGREGATION
Mike Curb Congregation
(LP) Polydor PD5047 12-449-0286-2 ..$5.98

DARREN, JAMES
Love Songs From The Movies
(LP) Kirshner
KES116 ..13-701-7011-0 ..$5.98

DAVIS, Mac
Baby Don't Get Hooked on Me
(LP) Columbia
KC31770 ..12-100-2917-4 ..$5.98
ET KE31770 ..12-100-2917-7 ..$6.98
CA CT31770 ..12-100-2917-4 ..$6.98

DERVOS, JOHN
Rocky Mountain Wind
(LP) Victor LSP4781 12-160-3531-8 ..$5.98

DUCHIN, PETER
Duchin, Peter
(LP) Capitol ST11103 13-100-1281-9 ..$5.98

ECKSTINE, BILLY
Senior Soul
(LP) Enter
ENS30043) ..12-706-4633-9 ..$9.98

EIGHT MINUTES
American Lovers
(LP) Kingdom P1707
ELLIOT, CHRISSIE
Road Is No Place For A Lady
(LP) Victor LSP4733 13-160-3538-5 ..$5.98

EPPS, BARRY
Epps, Barney
(LP) Columbia
KC31502 ..12-100-2993-4 ..$5.98

FAHEY, JOHN
Of Rivers & Religion
(LP) Reprise MS2089 13-413-0390-9 ..$5.98

FAITH, PERCY
Day By Day
(LP) Columbia
KC31607 ..12-100-2913-5 ..$5.98
CA CT31607 ..12-100-2913-4 ..$6.98
CA CT31607 ..12-100-2913-4 ..$6.98

FELICIANO, JOSE
Memphis Moon
(LP) RCA APL1-0456 13-160-3544-3 ..$5.98

FELIX, JULIE
Julie Felix '72
(LP) A&M SP-3409 13-700-2003-5 ..$5.98

5TH DIMENSION
Greatest Hits On Earth
(LP) Bell 1106 ..13-445-0059-1 ..$5.98

FIRESIGN THEATRE
This Is
(LP) Victor
LSP4764 ..13-160-3541-0 ..$6.98
FIVE DOLLAR SHOES
Five Dollar Shoes
(LP) Neighborhood
NRS42001 ..12-801-7502-1 ..$5.98

FORD, TENNESSEE ERNIE
My Tennessee Ends Ford
(LP) Capitol ST11092 13-100-1278-6 ..$5.98

GENTLE GIANT
Three Friends
(LP) Columbia
KC31649 ..12-100-2911-9 ..$5.98
ET CA31649 ..96-100-2911-2 ..$6.98
CA CT31649 ..96-100-2911-4 ..$6.98

HIRSON, DON
Don Hirson Showman Woman
(LP) Mercury LP5166 13-213-6082-7 ..$5.98

GOINS, DOUG
Goins
(LP) Discovery 17001

GRAND FUNK RAILROAD
Mark, Don & Terry
(LP) Capitol
SKAO404 ..13-100-1283-6 ..$5.98

HAGGARD, MERLE
And A Little Love
(LP) Capitol SKAO451 13-407-0387-4 ..$5.98

GRAY, CLAUDE
Precious Words Gray
(LP) Million 1002

GREEN, AL
Green, Al
(LP) Hi 6076 ..13-445-0050-6 ..$4.98

GUESS WHO
If Men But Knew
(LP) RCA Victor LSP4666 13-160-3429-5 ..$5.98

HALEY, BILL, & THE COMETS
Rock Around The Clock
(LP) James JLS3035 13-427-0034-6 ..$5.98

HAMILTON, JOE
Joe Hamilton
(LP) Merc SR61369 13-427-6474-1 ..$4.98

HAMILTON, JOE
Merc SR61368 13-427-6473-5 ..$4.98

HAMMELL, JOHN, & Ironside Light
(LP) Capitol SP4773 13-160-3546-5 ..$5.98

HARE, JAMES
Hare, James Thunder
(LP) Blue Thumb
BTS6635 ..12-414-6335-5 ..$5.98

HAWKINS, WALTER
Selah
(LP) Fantasy 9410
HEAD, ROY
Roy Head Greatest Hits
(LP) Scepter 10000 13-700-6006-4 ..$5.98

HESTER, HENRY
Hester
(LP) VMI 72001

HINTON, SAM
I'll Sing You A Star
(LP) Victor LSP4748 13-760-3533-6 ..$5.98

HOOKER, JOHN LEE
Live Sessions
(LP) ABC ABCX761 13-414-0213-9 ..$5.98

HOPKIN, MARY
Those Were The Days
(LP) Apple SW3383 12-422-0362-9 ..$5.98

HORTON, Rod, & THE ROCKETS
Horton, Rig Walter
(LP) Capitol
ICE MAN'S BAND
Manhattan
(LP) Merc SRM1648 13-427-6473-6 ..$5.98

HOUSTON, DAVID
Houston, David
(LP) Columbia
KC31384 ..12-100-2916-5 ..$5.98

SCRA
Scra Album
(LP) Electric 507235 13-140-0005-6 ..$5.98

SEEGER, MIKE
Mike Seeger
(LP) Mer. SRM1627 12-427-0438-6 ..$5.98

SNEFKAR, RAM
Just Like Walkin' In The Sunshine
(LP) Uni 73137
UT10149 ..13-130-1327-1 ..$5.98

SOUTHERN COMFORT
Southern Comfort
(LP) Columbia
KC31610 ..12-100-2895-0 ..$5.98

SIMPSON, BOB
Very Good
(LP) Capitol
ST11102 ..13-100-1269-3 ..$5.98

SMITH, CARL
Carl Smith Country
(LP) Columbia
KC31611 ..12-100-2914-0 ..$5.98

SMITH, DARRELL
Darrell Smith
(LP) Discovery 3001

SPIDER, BUSS
Spider, Buss & Associates
(LP) Reprise MS2090 ..13-413-0391-7 ..$5.98

STATLER BROTHERS
Country Music Then & Now
(LP) Mercury SR61347 12-427-6431-4 ..$4.98

STAYMER, HANS
Staymer, Hans, Band
(LP) DSP 51004

STEELE, JAMES
Steele, James
(LP) UA UAS5591 ..13-407-0355-5 ..$5.98

STEVENS, EMMITT
Emmit Down On You
(LP) Today TLP7007

TAYLOR, DOKO
Doko Taylor
(LP) Cash CK50018 12-435-0049-7 ..$5.94

TAYLOR, JAMES
Taylor, James
(LP) Warner
BS2572 ..12-413-0391-1 ..$5.98

TAYLOR, JOHNNIE
Taylor, Johnnie
(LP) Stax
STS2026 ..12-402-0362-4 ..$5.98

TEMPTATIONS
Masterpiece
(LP) Gordy
XP51901 ..13-802-3901-1 ..$5.98

THREE DOG NIGHT
Seven Separate Fools
(LP) Dunhill
DS50118 ..12-417-0134-7 ..$5.98

TILLIS, MEL, & THE STATESIDERS
Would You Want The World Ty End
(LP) Mercury SR61348 12-427-6432-2 ..$5.98

TWITTY, CONWAY
I Can't Stop Loving You/I Lost Her Love On Our Last Date
(LP) MCA 2136 ..13-425-1215-0 ..$5.98

VELEZ, MARTINA
Martina
(LP) Polydor PD5034 13-716-8167-4 ..$4.98

WILLIAMS, JERRY
Williams, Jerry
(LP) Spinditz
ST12101 ..13-100-2925-0 ..$5.98

WINO HARP
Sons From The Hill
(LP) UA UA59963 ..13-407-0364-3 ..$5.98

Wolfman Jack
Wolfman Jack
(LP) Wood Nick
WNX1009 ..13-701-8008-9 ..$5.98

POPULAR COLLECTIONS

GOLDEN AGE OF RHYTHM & BLUES
Chess
2CH00030 (2) ..13-435-0148-5 ..$6.94
GREATEST HITS FROM THE MOTION PICTURES
(LP) Columbia
KC31608 ..12-100-2882-2 ..$5.98

GREATEST HITS OF THE 50'S
(LP) London
STS15164 ..13-170-1244-6 ..$2.98

INTERNATIONAL

AVELLANET, CHUCHO
Guantanamera
(LP) UA Lat L61906 13-703-6103-0 ..$3.98

ITALIAN FILM MUSIC
A. Lenzi, Ill, Carpellini, etc.
(LP) Victor LSP4681 13-760-3540-9 ..$5.98

MARIACHI MEXICO
Extasis Tropical
(LP) Victor LS1120 13-703-6161-7 ..$3.98

PRADO, PEREZ
Play N
(LP) Victor
LSP4752 ..12-160-3547-6 ..$5.98

VAZQUEZ, CHARLIE
(LP) UA Lat L31116 13-703-6100-6 ..$3.98

RELIGIOUS & GOSPEL COLLECTIONS

BLACKWOOD BROS. QUARTET
Elvis' Favorite Gospel Songs
(LP) RCA Victor LSP4760 13-160-3532-9 ..$5.98
BLUE RIDGE QUARTET
On The Move
(LP) Canaan
CA59713 ..13-703-0121-4 ..$5.98
FIRST BAPTIST
The Lord Has Been Very Christians By Our Love
(LP) Word Incorp. 8216 13-704-3097-1 ..$4.98
GOSPEL SOUNDINGERS
Gospel Messengers
(LP) Chess LPS1509 ..13-435-0149-3 ..$5.98
GOSPEL SONGS
Volume 1
(LP) Columbia
KC31612 (2) ..13-100-3894-4 ..$6.98
INSPIRATIONAL CHOIR
Live Home Cry
(LP) Canaan CA59716 13-703-0120-5 ..$5.98
ISRAEL CHAPEL CHURCH OF GOD & CHRIST
CHOIR
One More Day
(LP) Canaan SLP12600
JIMMIE FAMILY
(LP) Canaan
CA59717 ..13-703-0121-2 ..$5.98
MASSEGEE, BEVERLY
Sweet John
(LP) Rainbow B2004
MORALES, BENNETT
Sorry We Left
(LP) Canaan CA59708
MORRIS BROTHERS
Today's Gospel Hits
(LP) Word Inc WW4760
NEW CREATION
Must End, Must
(LP) Canaan CA59698
PRESTON, BILLY
(LP) Impact 82165 13-704-3069-9 ..$4.95
OWENS, CHARLIE, & GIRLS
Come Together Featuring Pat Boone
(LP) Light LS2092 13-702-7093-3 ..$5.98
REESE, LLOYD
Lloyd, Lloyd, Jr.
(LP) Chess JC1007
ROBINSON, WHEELS, & YOUTH CHOIR
Wheels
(LP) Cotillion SD663 12-404-0864-3 ..$5.98
STATLER BROS.
New Great Thou Art
(LP) Columbia
KC31613 ..12-401-0440-8 ..$2.98
WATKINS FAMILY
Glory Bound
(LP) Mountertone MT4760

THEATRE/FILMS/TV (MUSICAL)

HERO
Soundtrack
(LP) Capitol
SW11101 ..13-100-1277-3 ..$5.98
HOND
Soundtrack From "Five Summer Stories"
(LP) Granite GS7720 12-802-4601-4 ..$4.98
LITTLE MARY
Mary, Little
(LP) Crossroads
XPS1901 ..13-802-3901-1 ..$5.98

ARENSKY, ANTON
Variations On A Theme By Tch.
English Chamber Orch. Somary/r.
(LP) Columbia MS7220 Serenade
(LP) Vanguard VCS10099

BACH, JOHANN SEBASTIAN
Concerto, Violin, 2; Pastrale In G; French Suite No. 6; Italian Concerto
Arthur Grumiaux, Clevel. Cat. 2 Pianos
(LP) Odyssey 1312 72-701-0194-6 ..$2.98

English Suite No. 2; Pastrale in G; French Suite No. 6; Italian Concerto
Arthur Grumiaux
(LP) London CS6748 13-170-1254-2 ..$5.98

ATOMIC, THE
Miraculum Mundanie Dance Suite
New York Pro Musica Antiqua
(LP) Columbia
MS7043 ..13-100-2903-0 ..$5.98
BT MS7043 ..13-100-2903-4 ..$6.98

BEETHOVEN, LUDWIG VAN
Concerto, Violin, Op. 61
Christian Ferras; Cleveland Orch. Of Amsterdam, Haitink
(LP) Phil 6580.060 13-438-0590-0 ..$6.98

Concerto, Violin, Op. 61
Stern, Isaac; New York Phlth. Orch.; Bernstein/Bernstein, Con. Orch.
(LP) Columbia
M34131 ..13-100-2906-2 ..$6.98
BT MG34131 ..13-100-2906-4 ..$7.98

BRAHMS, JOHANNES
Concerto For Piano No. 1
Fleisher, Leon; Cleveland Orch.; Szell
(LP) Odyssey
Y31277 ..72-701-0195-8 ..$2.98

Concerto For Violin
Ferras, Christian; New Philharmonia Orch.; Ehrling/r.
(LP) Phil 6500.999 12-438-0549-7 ..$6.98

Horn, Impromptu, Philadelphia Orch.; Ormandy/r.; Scherzo, Ormandy
Beethoven; Con. Violin
(LP) Odyssey
MG31418 (2) ..13-100-2904-3 ..$6.98
BT MG31418 (2) ..13-100-2904-5 ..$7.98

Symphony No. 3
Vienna Phila. Orch.; Kripa
(LP) London
STS15144 ..13-170-1243-4 ..$2.98

CHAVEZ, CARLOS
Sol, La, Fa & Mi
Chavez
(LP) Odyssey
Y31584 ..72-701-0197-4 ..$2.98

CHOPIN, FREDERIC
Concerto For Piano No. 1
Brailowsky, Alexander; Philadelphia Orch.; Ormandy/r.; Fantasie
(LP) Odyssey
Y31532 ..72-701-0193-2 ..$2.98

EVORAS, ANTONIN
Three For Three & Bolero, Op. 21, & In a Op. 36
Czech Arts Trio
(LP) Phil 802.916 ..12-482-0548-6 ..$6.98

BRIDE, EDWARD
Bride, (Selections)
London Philharmonia Orch.; Mackerras/Sheldon; Rhapsody
(LP) London
STS15199 ..13-170-1243-8 ..$2.98

HANDEL, GEORGE FRIDERIC
Suites For Harpsichord Nos. 1-4
Gould, Glenn
(LP) Columbia
M31512 ..13-100-2920-1 ..$5.98

HAYDN, FRANZ JOSEPH
Symphonies No. 49-92
Vienna Philharmonia Orch.; Dorati
(LP) Decca
SYS15229? (4) ..13-170-1249 ..$17.88

VICTOR, SIMON
Concerto, Op. 3; Trio, Op. 2
Dokas: Kras; Suber, Silvio; Vallecilla-Gray
(LP) Orion
ORS7287 ..13-711-1132-0 ..$5.98

LISZT, FRANZ
Rhapsodies
Brailowsky, Alexander; Philadelphia Orch.; Ormandy/r.; Piano Con. No. 1
(LP) Odyssey
Y31532 ..72-701-0193-2 ..$2.98

MAHLER, HUSTAVE
Symphony No. 3
Leibl, Joseph, Orch.; Seiti
(LP) London
OSA12102 ..13-170-1238-8 ..$11.96

MOZART, WOLFGANG AMADEUS
Ave Verum; Coronation Jubilate; Kyrie; Vesperae Solennes De Confessor Gavia
Ave Verum
(LP) Orion
6500.571 ..13-426-0564-4 ..$6.98

Concerto No. 2 For Flute
Casadesus, Robert, Baby, Jean; Philadelphia Orch.; Ormandy/Baker, Con. For 2 Pianos
(LP) Odyssey
Y31583 ..13-701-4196-4 ..$2.98

Quartets
Juilliard Quartet
(LP) London
STS15168 ..13-170-1245-7 ..$2.98

Requiem For Soloists, Chorus & Orch.
K.421; Quintet For French Horn in E-flat, K.407
Fine Arts Quar.; Horn York Woodwind Qin.
(LP) Orion
ORS7281 ..13-711-1129-5 ..$5.98

Serenade
Vienna Mozart Ens; Boskovsky (c.2)
(LP) London
STS15171 ..13-170-1244-0 ..$2.98

Stefanis Concertmeister
Stern, Isaac; Zukerman, Pinchas; English Chamber Orch.; Barenboim/r.; Sinfonia Concertante
(LP) London
STS15301 ..13-170-2904-1 ..$5.98

PROKOFIEV, SERGE
Classical Symphony
English Chamber Orch.; Somary/Aronsky: Var./Tchaikowsky: Serenade
(LP) Columbia
MS7043 ..13-100-2903-0 ..$5.98

RACHMANINOFF, SERGEI
Symphony No. 3
London Phil. Orch.; Boult/Bimsky-Korsakov: Russian
(LP) London
STS15163 ..13-170-1247-9 ..$2.98

RAVEL, MAURICE
Daphnis & Chloe; Ma. Mere L'Oye
Concertgebouw Orch. Of Amsterdam; Haitink
(LP) Phil 6500.311 ..12-438-0553-..$6.98

Piano Concerto
Entremont, Philippe; Ormandy; Boulez
(LP) Columbia
M31426 ..13-100-3923-4 ..$5.98

REGER, MAX
Ein Feste Burg Is Lovlrr, Milcha (Pfar Works By Brandis, Sabat-Sacco, Schonnick, Etc.
(LP) Orion
ORS7287 ..13-711-1134-3 ..$5.98

(Continued on next page)

New LP/Tape Releases

● *Continued from preceding page*

SIMSEY-KORSAKOV, NICOLAI
Russian Easter Overture
London Phil. Orch.; Boult/Rachmaninoff: Sym. 3
(LP) London
5TS15177 ..... 13-170-1247-9 . . $2.98

SCHUBERT, FRANZ
Symphonies (Complete)
Vienna Phil. Orch.; Kertesz
(LP) London
CSPA (3) ..... 13-170-1284-6 . $25.00

SCHUMANN, ROBERT
Kreisleriana; Sonata For Piano No. 2
Rudolf Serkin
(LP) London
5TS15255 ..... 13-170-1250-6 . . $2.98

SIBELIUS, JEAN
Finlandia
London Sym. Orch.; Macharro/Grieg: Music
(LP) London
5TS15197 ..... 13-170-1243-8 . . $2.98

STRAUSS-MEYER, ELSE
New Music Of
Mendel; Mendel; Sylvester
(LP) Orion
0457284 ..... 13-711-1131-9 . . $5.98

STAMITZ, KARL
Sinfonia Concertante For 2 Violins
Stern, Isaac; Zukerman, Pinchas; English Chamber Orch.; Barenboim/Mozart: Sinfonia
(LP) Columbia
M31360 ..... 12-100-2904-1 . . $5.98

STRAUSS, RICHARD
Symphonic Fragments From Sinfonia Domestica & Serenade For Winds
Philadelphia Wind Ens.; De Waart
(LP) Phi
6500.097 ..... 12-428-0551-1 . . $6.98

TCHAIKOVSKY, PETER ILYICH
Serenade For Strings in C
English Chamber Orch.; Somary/Arensky: Var./Prokofiev: Classical
(LP) Vanguard VSC10090
London Symphony Highlights
London Sym. Orch.; Montseaux
(LP) London
5TS15179 ..... 13-170-1248-0 . . $2.98
Symphony No. 6
Suisse Romande Orch.; Ansermet
(LP) London
5TS15143 ..... 13-170-1241-3 . . $2.98

WAGNER, RICHARD
Ring Des Nibelungen Highlights
Vienna Phils. Orch.; Solti
(LP) London
ASAL440 (4) ..... 13-170-1240-5 . . $23.92

CLASSICAL COLLECTIONS

BEHTEROVA, CHRISTINA
In Vienna, w. Vienna Volksoper Orch.
(LP) Phi
6500.228 ..... 12-428-0547-5 . . $6.98

FANTASTIC PARLOPHANS
Philadelphia Orch.; Ormandy (v.t)
(LP) Victor
ARD10002 ..... 12-160-2548-7 . . $5.98

GREAT CHILDREN'S FAVORITES
Boston Pops; Fiedler
ET 855078 ..... 94-430-1149-5 . . $9.95
CA 855078 ..... 92-430-1149-7 . . $9.95

KOCOCK FLUTE
Wilson, Ransom; Fuller, Albert (Harpsichord)
(LP) Orion
0457283 ..... 13-711-1138-5 . . $5.98

16TH CENTURY ITALIAN DANCE MUSIC
Musica Reservata
(LP) Lodi
6560.102 ..... 12-428-0552-3 . . $6.98

SPOTLIGHT ON SOLTI
Solti Scores; others
(LP) London
CSP6750 ..... 13-170-1223-1 . . $5.98

SPOTLIGHT ON: TEBALDI
Tebaldi; Smets; others
(LP) London
OSA6275 ..... 13-170-1237-7 . . $5.98

WORLD'S FAVORITE:
Ballets: Gaite Parisienne & Les Sylphides;
(Boston Pops; Fiedler)
(LP) End Seal
LSC3308 ..... 13-430-1156-4 . . $5.98

Beethoven Sonatas (Badarzewska, Artur)
(LP) End Seal
LSC3307 ..... 13-430-1158-3 . . $5.98

Grand Opera
(LP) End Seal
LS3294 ..... 13-430-1157-5 . . $5.98

Marches
(LP) End Seal
LSC3299 ..... 13-430-1153-1 . . $5.98

Rhapsodies (Boston Pops; Fiedler)
(LP) End Seal
LSC3297 ..... 13-430-1150-0 . . $5.98

Showpieces: Fiedler & Others (Philadelphia Orch.; Ormandy; Boston Sym. Orch.; Munch)
(LP) End Seal
LSC3302 ..... 13-430-1152-8 . . $5.98

Showpieces: Rachmaninoff Suite & Ill Suites Musicales (Boston Pops; Fiedler)
(LP) End Seal
LSC3308 ..... 13-430-1154-2 . . $5.98

Symphonies: Beethoven's Fifth & Schubert's Unfinished (Chicago Sym.; Reiner)
(LP) End Seal
LSC3295 ..... 13-430-1158-6 . . $5.98

Symphonies: Tchaikovsky's Pathetique (Chicago Sym.; Reiner)
(LP) End Seal
LSC3296 ..... 13-430-1181-9 . . $5.98

COMEDY ARTISTS

BARON, SANDY
Sad Sam The Groom
(LP) A&M SP4355 . . 13-418-0288-7 . . $5.98

CORSE, CHRIS
Live At Mind Of
(LP) Uni 73139 . . 13-454-0111-1 . . $4.98

DANIEL, GRANDPA
Live
(LP) Harmony
HS1396 ..... 13-481-0442-0 . . $1.89

SHERMAN, DON
Let There Be Grass
(LP) Laff A161
TASTE OF TANGERINE
(LP) Laff A162

JAZZ ARTISTS

ARMANDO, GENE
Hear Again
(LP) Prestige PR10040

CARTER & BAILEY
Locust In Babylon
(LP) Epic
LA5556 ..... 13-407-0462-4 . . $5.98

BROWN, CHARLES
Driftin' Blues
(LP) Mainstream MRL368

BROWN, RUTH
Softly
(LP) Mainstream MRL369

COLTRANE, ALICE
Lord Of Lords
(LP) Impulse
A59224 ..... 13-703-2235-4 . . $5.98

COLTRANE, JOHN
Infinity
(LP) Impulse
A59225 ..... 13-703-2237-6 . . $5.98

CORTELL, LARRY
Wheeling
(LP) Vanguard VSD79319

EVANS, BILL
Living Time, w. George Russel Orch.
(LP) Columbia
KCS1490 ..... 13-100-2918-7 . . $5.98

FARMER, ART
Gentle Eyes
(LP) Mainstream MRL371

FULLER, CURTIS
Smokin'
(LP) Mainstream MRL370

FUNK, INNIC.
Chicken Lickin'
(LP) Prestige 10043

GOODMAN, BENNY
All-Time Greatest Hits
(LP) CA231547 . . 13-100-2893-8 . . $6.98
CA231547 . . 96-100-2893-2 . . $7.98
CA 231547 . . 92-100-2893-7 . . $7.98

GREEN, URBIE
Solo' Bones
(LP) Prsi, 3 PR5066 . . 13-709-6661-6 . . $5.98

HENDERSON, JOE
Black Is The Color
(LP) Milestone
MSP9040 ..... 13-713-0663-0 . . $5.98

HOLIDAY, BILLIE
Best Of
(LP) Verve
Ve-8808 ..... 13-713-3181-7 . . $5.98

HOLMES, GROVER
Night Glider
(LP) GMI GM512

HOWLIN' WOLF
"The London Sessions" At Alice's Revisited
(LP) Chess
CH50019 ..... 13-428-0067-8 . . $5.94

JARAL, ELMADO
Octurflowlonesonspace
(LP) Impulse
A59226 ..... 13-703-2236-8 . . $5.98

KLEMMER, JOHN
Waterfalls
(LP) Impulse
A59228 ..... 13-703-2238-2 . . $5.98

KYNARD, CHARLES
Wow
(LP) Mainstream MRL366

LAND, HAROLD
Damba
(LP) Mainstream MRL367

MARTINO, PAT
Visit
LP Cobble 9015 . . 13-715-3016-5 . . $5.98

McCANN, LES
Talk To The People
(LP) Atlantic
SD1670 ..... 13-160-0305-9 . . $5.98

PARKER, CHARLIE
Comprehensive Live Performance, v.1
(LP) EIP Emd 1

PARKER, JUNIOR
Love Ain't Nothing But A Business Goin' On
(LP) Kenwood
RB097 ..... 13-711-3106-6 . . $4.98

RUSSELL, GEORGE
His Guitar & Music
(LP) Kenwood
RB097 ..... 13-711-3106-6 . . $4.98

SANBORN, DAVID
Live At The East
(LP) Impulse
A59227 ..... 13-703-2234-3 . . $5.98

SANTAMARIA, MONGO
Up From The Roots
(LP) Atlantic
SD-1621 ..... 13-160-0504-0 . . $5.98

SCOTT, SHIRLEY
Soul Sister
(LP) Cadet CA50325. 13-426-0134-2 . . $5.94

SIMONE, NINA
Emergency Ward
(LP) Victor
LSP4250 ..... 13-160-2536-3 . . $5.98

SPARKS, MELVIN
Akinah
(LP) Prestige 10039

STATON, DAKOTA
Madame Foo-Foo
(LP) GMI GM510

TZADER, CAL
Live At The Funky Quarters
(LP) Fantasy 9409

WASHINGTON, GROVER JR.
All The King's Men
(LP) Kudu KU07 . . 13-730-8067-8 . . $5.98
ET KU07 . . 13-730-8067-8 . . $6.95
CA KU07 . . 93-730-8067-8 . . $6.95

WILSON, NEWMEN
Level Uhh
(LP) GMI GM511

JAZZ COLLECTIONS

CAPITOL JAZZ CLASSICS
Volume 11: Big Band Bounce (Carter, Benny; Williams, Cootie)
(LP) Capitol
M11087 ..... 13-190-1265-7 . . $5.98

Volume 12: Piano Reflections (Ellington, Duke)
(LP) Capitol
M11088 ..... 13-190-1266-6 . . $5.98

Volume 13: Strictly Bebop (Bonanno, Todd; Gonsalves, Gabe; Gillespie, Dizzy)
(LP) Capitol
M11089 ..... 13-190-1267-5 . . $5.98

Volume 14: Concurrents (Tristano, Lennie; Defrancesco, Buddy)
(LP) Capitol
M11090 ..... 13-190-1268-4 . . $5.98

Volume 15: Bebop Spoken Here (Goodman, Benny; Sarant, Charlie)
(LP) Capitol
M11091 ..... 13-190-1269-7 . . $5.98

Ets. RENE PIERRE
Automatic Coin Games
B P 338
71 Chalon-sur-Saone
France
Manufacturers of:
FOOTBALL
• Competition 71 • Derby Luxe • Derby Export
BILLIARDS
• American • Golf • Russian
TAM TAM
Exclusive representative for USA & Canada
CHARLES RAYMOND & CO. INC.
250 W. 57th Street, New York 10019
for prices and information call (212) MU 9-0547

Coming
A New Phonograph in the Americana Tradition from
THE MUSIC PEOPLE
WURLITZER
VISIT YOUR WURLITZER DISTRIBUTOR OR BRANCH
NATIONAL WURLITZER WEEK STARTING OCTOBER 16

Jukebox programming

Labels Boosting Jukebox Albums

By EARL PAIGE

CHICAGO—For the first time in several years labels at the Music Operators of America (MOA) convention pushed jukebox albums, providing a boost for what is still regarded as a controversial product with spotty distribution and many detractors. The addition of albums in the exhibits of RCA and Columbia was part of both labels' all-out effort to expose product to jukebox management. MGM also exhibited.

While label personnel were generally delighted with the interest paid the exhibits, some noted as usual that the record manufacturers seemed to be a definite minority element amid all the jukeboxes and amusement games. In fact, Fred Granger, MOA executive vice president, alluded to the poor showing of label exhibitors in his luncheon review of the convention. "This is probably the only bad news we have about the show," he said.

Of course, all labels with country product were represented indirectly by Country Music Association, and CMA representative Joyce Bosak said it was the best MOA ever for her organization (it was the first in three years that did not conflict with the usual CMA convention date).

There is still a feeling among label boosters of MOA, such as Sol Handwerger of MGM, a firm that has exhibited regularly for years.

(Continued on next page)

XMAS RUSH
Christmas Strip List Out Early

PITTSBURGH—Star Title Strip Co. here is recognizing that jukebox programmers plan early on Christmas strips and has rushed out a new tip sheet listing 101 proven sellers from 41 labels. General manager Norman Morgan said the list was pared down considerably from the one mailed last year because the '71 sheet included many records no longer available.

Bill Miller, assistant manager, went over the sales records of the Christmas strips and came up with the ones that sold best last year; that distributors will probably have in stock. The list includes many old favorites but there are numerous newer releases.

Some of the newer ones include "Merry Christmas, Darling," Carpenters, "Happy Xmas (War Is Over)," John & Yoko; "One of

(Continued on next page)

Background Music Systems Improved

By ANNE DUSTON

CHICAGO—Background music systems are being stressed more as a money-making proposition for location owners and managers than as a cost item, according to exhibitors at Music Operators of America (MOA). One reason is new technology as two firms showed systems that use stacked open reel tape magazines.

David Anthony, president of Tape-Athon Corp., noted that "The music is designed to enhance a location owner's business to a point where it makes him money rather than costs him money."

Tape-Athon offers a 15-watt solid state box with an amplifier that will take up to 20 speakers. The four-track continuous play tapes are superthin super-strong Mylar, with foil reversing leaders. They are available in 7-in. and 10½-in. sizes, and 1⅞, 2, 3⅜ ips speeds, and play from 2 hours to 16 hours.

Monthly lease costs are $31.50 per location with two speakers, and $6 per month for the tape.

Seeburg has switched from open reel to the stacked reel magazine in its Music-Pak 12-watt background music system. The $475 retail price suggests a $25 per month lease including a monthly cartridge exchange. The system is not competitive with phonograph machines since it typically goes into industrial or store locations, although a switch is included to allow a phonograph to take precedence, a spokesman said.

Seeburg's magazine library includes 50 programmed reels. Tape-Athon offers a lease library of 100 reels, and a selection of 27 reels for outright sale.

New Jukeboxes Feature Subdued Color, Sharply Angled Silhouette, Big Sound

CHICAGO—Jukebox designers are reaching for a compromise between a subdued furniture-look and attention-getting, glaringly bright boxes of the early '60's. The psychedelic-accented black and chrome phonograph machine shown at the Music Operators of America (MOA) also featured sharply angled silhouettes. Nearly all feature two-speed.

Sound has been punched up in some cases to compete with the high level decibels patrons are accustomed to in discotheques and other locations where loud hands play.

Seeburg's Olympian 160 features 200-watt amplification and additional speakers of 50-watts optional. The black, chrome and filigreed fuchsia design wraps around for emphasis on the profile. It has a wait-the-hit all digital selection area, and tilted play center with a coin accepter for any combination of coins up to one dollar.

For ease in service, component parts that are all-digital digital machines for the past four years are interchangeable.

The model SX-100 Marauder for small locations has 25-watts per channel, the same number-letter system, and a selection panel that looks like a psychedelic fuchsia design when you step away. The unique design resembles a large white vinyl-clad tom tom sitting on a black base.

John Reville, salesman for World Wide Distributors stated that Seeburg will come out with a furniture console, probably next year.

Rowe International introduced two new styles with improved sound range using six speakers. They feature 200 selections, with 160 and 100 selection optional. The angled models have waist high selection board, and play area on the overhead hood. The Monte Carlo carries the black, chrome and modern burgundy design on both sides for an eye-catching profile. The less flamboyant Deauville in gold, orange, and buried wood look was designed for quieter locations. Bill accepters are available.

The new Century 21 by NSM also has angular design with psychedelic coloring accented with chrome and black and features a more powerful amplification system. The new model has two large 21" woofer speakers, and two smaller speakers. It also features a new pushbutton system on the selection keyboard. It will be available in April or May.

The new Rock-Ola 484 Ola is the model 450, 160-selection (also to be available as model 451, 100-selection), designed with an animated effect front panel in lavender and green motif. The selection board is at eye level, along with play controls. A high power switch for multiple speakers is an additional feature. All parts are interchangeable with models from the last two years.

Rock-Ola furniture console 447 remains the same stylewise, but is now featuring a 160 selection board, and a completely mechanical switching to 33⅓ records for extended free operation.

Rock-Ola also showed a wallbox, the Tri-view, which displays 52 titles at one time with the turn of a knob.

Wurlitzer showed its second edition of the tape phonograph machine, still called the Carousel, in a solid furniture-style oak cabinet that features 20 in. deep by 24-in. wide by 31¾-in. high.

The 10 tapes can play up to 15 hours, and operator can set one or both sides to play. The cost can vary from 25 cents to $1. Each tape can be priced individually.

A new exhibitor, Sea View Import Corp., showed four models of the French-made Jupiter, featuring 100-, 120-, 160-selection as well as a 120-selection furniture look machine.

JUKEBOX business people are busy attending open house showings of the new models. General Vending Sales, Beltimore, hosted a large crowd for a Rock-Ola service school (from left) Herb Golombeck, General Vending; Leroy Thompson, John Morgan, Jimmy Thompson and Bernard Brothers of Leroy Thompson Co., Valley Lee, Md.; Jay Polfeld and (in front) Irv Block of General Vending. Center, the new Seeburg Olympian showing sharp angled look popular this year. Right: Ed Shaffer, president, Shaffer Dist., Cleveland and Columbus, O., Bernie Flynn and Chuck Fermer (from left) at Rowe showing.

L.A. DIST.—FEW LP's

New Rock-Ola Furniture Unit to Add Spots

BY JAY EHLER

LOS ANGELES—The furniture look "jukebox" is being steadily improved in style and operation and is therefore offering operators still more opportunity to move into entirely different locations, according to Jim Wilkins, sales manager, Portale Automatic Sales Co. here. It will entail new programming techniques as well, possibly more use of Little LP's, but Wilkins believes jukebox albums are not sufficiently available in this market.

Now showing the new Rock-Ola 447 furniture model, Wilkins said most operators report using mainly singles. The machine, of course, is adapted for album play.

Representatives at Portale, serving southern California, Nevada and Arizona, refer to the 447 as a "coin operated phonograph," and believe the furniture look is elevating the image of the jukebox and the industry in general.

A chief reason for this is that the machines are going into better cocktail lounges, fine restaurants and locations where managers always frowned on the traditional jukebox look. Wilkins has even heard of some furniture models being sold for home use, though it has been for $1,795.

Wilkins said operators are getting a $25 guarantee per week and usually split the revenue after that 50/50. Play price is fairly universal at two for a quarter, five for 50-cents and 11 for $1. He said he has heard of some instances where the furniture models have been priced at 25-cents per play.

The Portale sales manager gave a complete rundown of the features of the 447 because he believes programmers, routemen and all employes should be familiar with these very different machines.

Wilkins revealed that the 447 model differs some from the 446. He mentioned there was a slight difference in the selector assembly.

(Continued on next page)

Coin Machine World

FLA. MEETING

The Florida Amusement & Merchandise Association (FAMA) will be addressed by industry leaders at 10 a.m. Oct. 28, second day of the annual convention to be held at the Plaza, Daytona Beach.

DANISH PUBS SPUR JUKEBOX

COPENHAGEN — Although Denmark is a relatively small market for jukeboxes, the trade is expanding. There are about 4,000 boxes in operation in Denmark at this time, but with the current mushrooming of small pubs, installations are increasing rapidly.

People tend to spend less time these days watching television because over the last ten years they have visited other European countries and developed the pub and restaurant habit. Lots of the small pubs are now opening in the major towns and are installing jukeboxes. This is the main reason for the expansion of jukebox sales, experts said.

No boxes are manufactured in Denmark now. Jensen was a big name 10 years ago, but now imported American machines dominate the market. KNUD ORSTED

PORTALE'S (from left) Robert Portale, Jimmy Leonard, Jimmy Wilkins.

Furniture Unit Adds Potential

• Continued from preceding page

But operation of 446 had been so good, according to Wilkins, that essentially the same mechanisms were employed for the 447. "The device is very free of mechanical difficulties," he said, mentioning that the main mechanism has been used since 1963 on Rock-Ola jukeboxes of all differing styles.

Some special features of the machine include hand carved workmanship, 160 play selection, computerized indicator that shows the number of the record playing, a 10 key selection (new this year), a dollar bill acceptor, which is optional, plus a rock power amplification switch to hoost the volume power in the machine when extra loud sound is desired. The cabinet is of Patrician walnut veneer, plus a polyester overlay that protects the surface for added life. Other features include an electrical total play counter, intergrated circuits, two 12-in. woofer speakers, two 5-in by 7-in. oval tweeters and two 3-in. tweeters, with an automatic volume compensator that assure uniform volume during record lead-in.

Optional equipment available includes locked money box, alarm system, motorized volume control, automatic money counter, an 'L' pad, microphone paging system, auxiliary wallbox power supply, wall, ceiling, corner speakers.

One added feature is single entry, four coin acceptor — nickel, dime, quarter and half dollar.

Program Log

KING

NEWPORT NEWS, Va.—Programmer Haden King of the Newport News Amusement Co. here uses a very simplified but thorough logging system for each record purchased. Essentially, he uses graph paper with lines vertically and horizontally forming squares. The title of each record he programs is entered vertically and is thus cross-referenced with the location name.

Labels Boosting

• Continued from preceding page

that MOA members should bring in more programmers, the lack of which being the chief reason few labels show at MOA.

The exposure of jukebox albums by the labels instead of the two principal independent producers of the product especially delighted Bernie Yudkofsky, Gold Mor Dist., who also attended MOA. His product was exposed in both the RCA and Columbia exhibits. Richard Prutting of Little LP's Unlimited and did not exhibit.

Christmas Rush

• Continued from preceding page

Everything You Got," Buck Owens & Susan Raye; "Ding-A-Ling the Christmas Bell," Lynn Anderson; "The Mistletoe and Me," Isaac Hayes; "Christmas in My Home Town," Charley Pride; "Blue Christmas, Tommy Wills (see subsequent issues for continuing roundup of Christmas programming tips).

What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

AUSTIN, MINN.: HIGH SCHOOL AGE

Marlys Anderson
Star Music & Vending Co.

Cover: "Burning Love," Elvis Presley; **Spinning Meters:** "Baby Don't Get Hooked on Me," Mac Davis; "Garden Party," Rick Nelson; "Saturday in the Park," Chicago; "Black & White," Three Dog Night; "My Ding-a-Ling," Chuck Berry.

BEAVER DAM, WISC.: COUNTRY LOCATIONS

Ruth Sawejka,
Coin Operated Amusement Co.

New purchases: "She's Too Good to be True," Charley Pride, Victor 0802; "Missing You," Jim Reeves, Victor 74-0744; "Funny Face," Donna Fargo, Dot 17429.
Spinning meters: "Burning Love," Elvis Presley. Oldies: "The Best of Frankie Carle," (LP), anything by Jan Garber, Russ Morgan, Bill Black, or Wayne King.

CHICAGO: SOUL LOCATIONS

John Strong,
South Central Novelty Co.

Spinning meters: "Papa Was a Rollin' Stone," Temptations, Gordy 7121; "Endlessly," Mavis Staples, Volt 01012; "Everybody Plays the Fool," Main Ingredient; "I'll be Around," Spinners.

CHICAGO, YOUNG ADULT LOCATIONS

Betty Schott,
Western Automatic Music Co.

New purchases: "Listen to the Music," Doobie Bros.; "Elected," Alice Cooper (in minimum amounts); "I'd Love You to Want Me," Lobo, Big Tree 147.

EMPORIA, KAN.: CAMPUS/YOUNG ADULT

Harlan Wingrave,
operator,
Gwen Wingrave,
programmer;
Emporia Music Service, Inc.

New purchases: "Witchy Woman," Eagles, Asylum 11008; "From the Beginning," Emerson, Lake & Palmer, Cotillion 44158; "Rock & Roll Soul," Grand Funk Railroad, Capitol 3363; "Don't Do It," The Band, Capitol 3433; "That's How Love Goes," Jermaine Jackson, Motown 1201; "Use Me," Bill Withers.

JACKSON, MISS.: CAMPUS/YOUNG ADULT

Marilyn Burkart,
Dixie Vending Co., Inc.

New purchases: "I Can See Clearly Now," Johnny Nash, Epic 5-10902; "Speak to the Sky," Rick Springfield, Capitol 3340; "Listen to the Music," Doobie Brothers, Warner Bros. 7619. Cover: "Thunder & Lightning," Chi Coltrane, Columbia 45640.
Spinning meters: "Good Time Charlie's Got the Blues," Danny O'Keefe; "My Ding-a-Ling," Chuck Berry; "Burning Love," Elvis Presley. Oldies: "Long Cool Woman," The Hollies; "You Don't Mess Around With Jim," Jim Croce.

LA CROSS, WIS.: COUNTRY LOCATIONS

Mrs. Belle Stansfield
Jim Stansfield Novelty Co.

New purchases: "She's Too Good to be True," Charley Pride, RCA 0802; "You Ain't Gonna Have Old Buck to Kick Around Anymore," Buck Owens & the Buckaroos, Capitol 3429; "Sea of Heartbreak," Kenny Price, RCA 0781.

NORTH BEND, NEB.: YOUNG ADULT LOCATIONS

Ed Kort,
operator;
Lois Regibald,
programmer;
Kort Amusement Co.

Spinning meters: "Nights in White Satin," Moody Blues; "Don't Ever Be Lonely (a Poor Little Fool Like Me)," Cornelius Bros. & Sister Rose; "Good Time Charlie's Got the Blues," Danny O'Keefe; "Don't Hide Your Love," Cher, Kapp 2184; "Ole to the Big Red," Urel Albert, All Pro 1 (Lieberman One Stop manager Evelyn Dalrymple claims to have sold 20,000 of this regional hit—see separate story).

ROLLING MEADOWS, ILL.: YOUNG ADULT LOCATIONS

Robert Hesch,
A&M Entertainers

Spinning meters: "Burning Love, Elvis Presley; "Baby Don't Get Hooked on Me," Mac Davis; "My Ding-a-Ling," Chuck Berry; "Garden Party," Rick Nelson; "You Wear It Well," Rod Stewart; "You Don't Mess Around With Jim," Jim Croce; "Popcorn," Hot Butter; "Nights in White Satin," Moody Blues.
New purchases: "Thunder & Lightning," Chi Coltrane; "I'd Love You to Want Me," Lobo, Big Tree 147; "Don't Ever Be Lonely (a Poor Little Fool Like Me)," Cornelius Bros. & Sister Rose; "Starting All Over Again," Mel & Tim; "Listen to the Music," Doobie Bros.; "Don't Hide Your Love," Cher, Kapp 2184.

WASHINGTON, D.C., SOUL LOCATIONS

Shelly Rosenberg,
D.C. Vending Co.

New purchases: "Guilty," Al Green, Bell 42258; "Babysitter," Betty Wright, Alston 4614; "If You Don't Know Me By Now," Howard Melvin & The Blue Notes, Philadelphia Intl. 3520; "Nature Planned It," Four Tops, Motown 1210.
Spinning meters: "Freddie's Dead," Curtis Mayfield; "Starting All Over Again," Mel and Tim, Stax 0127; "Good Foot," James Brown.

A NEW AMERICANA WITH A NEW AURA OF CLASS FROM

THE MUSIC PEOPLE
WURLITZER

VISIT YOUR WURLITZER DISTRIBUTOR OR BRANCH
NATIONAL WURLITZER WEEK STARTING OCTOBER 16

We're gonna let you have it.

The Works.

The 1973 Rock-Ola 450 jukebox and the 506 Tri-Vue Wallbox. The total music system. A threat to the competition. A promise of more profits for music operators. We'll deliver The Works at your Rock-Ola Distributor's Open House. Soon.

ROCK-OLA

THE SOUND ONE

San Diego Operation Benefits From Experienced Woman Programmer

By ROBERT LATIMER

SAN DIEGO, Calif.—Whether women have an inherent flair for more on-the-mark programming ability with large phonograph operation has always been a controversial issue, long before women's lib was heard of. The experiences of Maestro Music Company here seems to favor the point because not only is this major operation in San Diego owned by a woman, Mrs. Josephine Dia, all programming for 20 years has been done by Mrs. Marian Murguia, who will match her play-year record with any other programmer in the state.

In programming for nearly 200 stops, Mrs. Murguia follows basic tenets in the general make-up of each music menu, but is highly influenced by a thorough knowledge of each location, and its past history. Oddly enough, in the two decades in which she has been handling the job, she has never visited any of the locations. "It isn't necessary," she told Billboard. A constant study of the music menu at each location and the results which every artist's output achieves amounts to the same thing—more particularly if it is backed up by an accurate summary of the routeman who handles the stop, she said.

Mrs. Murguia feels that she has a particularly difficult job programming for as many stops as this inasmuch as San Diego is a highly cosmopolitan area. There is a tremendous percentage of Spanish-American and Mexican residents, a tremendous percentage of young military personnel assigned to the gigantic navy bases nearby, an acknowledged predominance of elderly retirees, and more than a smattering of college students. Therefore, there is absolutely no "rule of thumb" whatever, and Mrs. Murguia programs each stop on the basis of her own sense of potential popularity where a new disk is concerned, the routeman's reports on typical traffic in each location, and, of course, the requests.

New numbers off the charts, the top 40, comparable common denominator among Maestro Music Company's stops is the basic 40 per or so which is devoted to new numbers off the charts, the top 40, and around 10 to 15 percent of the total in easy listening. From that point on each location varies sharply. "We have a surprising number of locations that do not want country even though it may be a stable moneymaker in other locations nearby," Mrs. Murguia said. "In such cases we simply eliminate it altogether. There are many locations which want no religious-oriented numbers whatsoever, or anything with a morbid or sad tone, and there again, we red-flag these locations so that none of these numbers are programmed. Surprisingly, the amount of Spanish music programmed is extremely small, even though undeniably, there are scores of locations in bars and restaurants which have a predominantly Spanish-American clientele," she said.

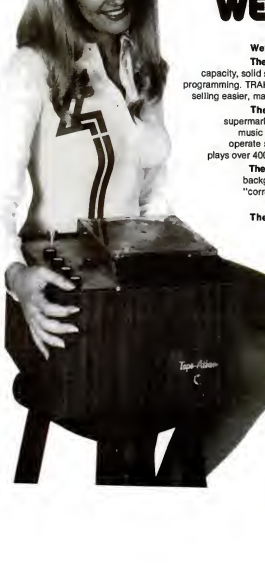
Mrs. Murguia makes it a point to talk to each of her three routemen at least once per week and to quickly check over the stops each routeman will service that day (averaging from two to three record changes on biweekly stops). Routemen, of course, refer to requests by location owners as rapidly as they are received, usually on the same day, and double-checking with the routeman as to whether he is aware that the requests have been filled, of course, gives an opportunity for discussion. Veteran routemen have been well trained to watch for trends and changes, talk to their location owners frequently, keep an ear tuned for customer comment on the sort of music they want to hear and passing all this along to Mrs. Murguia for evaluation.

"We put a lot of faith in requests, and we go much further toward filling them than is usually the case," she said. "It has been a long time since we have had any sort of capricious request, and we maintain a no-nonsense atmosphere in dealing with location owners which is based on the fact that if they expect maximum return from the phonograph that they must cooperate with us in keeping an eye out for the music the customers want to hear." Helping substantially in filling requests is the fact that when she first joined the firm and took over programming 20 years ago, Mrs. Murguia began saving records which she felt would have a high potential in the future, and in the process, has built up one of the largest libraries of old favorites, easy listening and novelty numbers in the entire California industry. About 7 out of 10 requests for old numbers can be filled directly from this handy library without recourse to the one-stop (The Record Rack in San Diego). Typical of the massive library is the fact that it contains all original Glenn Miller, Dorsey Brothers, Guy Lombardo releases, everything put out by the Beatles from the beginning and the same with the Rolling Stones. Carefully cataloged, and given the benefit of dustproof packaging, double-index filing, this treasure trove of elderly records has time and again brought pleased comments from locations owners who expected a long wait, on putting through a request.

Admitting that she is only human and makes a mistake once in a while, Mrs. Murguia long ago adopted the policy of picking up the telephone and asking to speak to the location owner whenever she is in doubt whether a new record will be successful in a location. Usually the location owner, no matter how busy he may be, will take time for a short discussion, and often, when they come into Maestro Music headquarters, they ask to meet her in person.

Soul Hit

There has been no greater change in the last few years than the gradual popularization of soul music, which has occurred largely during 1972 at Maestro Music. Whereas soul music was almost indignantly rejected on numerous locations in the past, the considerably refined versions which are being presented by such artists as Al Green, Millie Jackson, Undisputed Truth are now accounting for as much as 20 or 25 percent of the menu on numerous locations, in many instances replacing rock and roll or country as the case may be. Mrs. Murguia feels that the most flattering bit of confidence which has come her way is the fact that often location owners have telephoned her to ask what she suggests for replacement of records which are not showing up well on the play meter.



TRAK-4,

WE LOVE YOU!

We?

The Sound Dealer — TRAK-4 provides the first high capacity, solid state background music system with real customized programming. TRAK-4 has so many plus features, in fact, that it makes selling easier, makes profits faster than any equipment now available.

The User — Owners and managers of restaurants, supermarkets, office buildings, anyone who uses background music to provide atmosphere has to love this new, easy to operate system. TRAK-4 magazine loading takes 3 seconds, plays over 400 numbers, and can be changed as often as desired.

The Listeners — Patrons or workers who hear TRAK-4 background music will appreciate the quality of tone, the "correctness" of programming for each location, and the continuous playing without annoying "dead-time".

The Serviceman — Of course he loves TRAK-4. It makes his work that much less.

Write or call for complete details, leasing information, and prices.

Tape-Athon Corp.

502 S. Isis Ave., Inglewood, CA 90301 (213) 776-6933

What's Happening

By SAM SUTHERLAND

Chains of Command: At the professional level, college radio promotion will see at least two more new faces at major labels. First up is **Winston Cenac III**, a/k/a "Scoop," a former Columbia campus rep who at Stanford and now handling campus promotion in the West for that label. He's working through **Columbia Records'** Hollywood office. . . . Meanwhile, **Jason Rudolph** moves up in campus promotion person, that being **Sandy Schneider**, formerly with Buddah's publicity department. She'll be available for comment and conversation at upcoming conferences, but, in the interim, she can be reached at Buddah's N.Y. offices.

★

Service Station: Ridge Evens, director of development for **WRTC-FM** at Trinity College in Hartford, Conn., notes that the station is looking for a stereo antenna with horizontal and vertical polarization. . . . At **Bunson College** in Bangor, Maine, **WHSN** has built an additional studio, revamped their cataloging system and changed their format from Top 40 to free-form. The station is now looking for appropriate servicing. . . . At **KTDB, Ramah Navajo Radio** in Ramah, N.M., **David Dickson** reports that the Navajo-owned station has expanded its air time and is now programming substantial blocks of music. Rock and country are foremost on the menu, but Dickson notes that jazz and classical both receive exposure. That station has been servicing the Navajo community for awhile, but, as Dickson notes, that market has been virtually untouched. Much of the Navajo community committed to their station, which also serves as a major communications medium for that population, Dickson is accurate in suggesting that the station is a unique opportunity for service. . . . At **Shaw University** in Raleigh, N.C., station **WSHA-FM** is programming r&b, gospel, latin, jazz, Caribbean and African music. **Linda Scott**, the station director, notes that **Capitol Records** increase its wattage from 10 watts to 12,650 this month, and, with their new power and increased audience, they'll need a broader selection of music, both old and new.

★ ★ ★

PICKS AND PLAYS: WEST—California—KDVS-FM, University of California at Davis, **Susan Tyer** reporting: "Live at Soledad Prison," (LP), **John Lee Hooker**, ABC; "I Lead a Life." (LP), **Ben Sidran**, Blue Thumb; "Spread the Word," (LP), **The Persuasions**, Capitol. . . . KEC, California State University, Sacramento, **Peter Cecchi** reporting: "Johnny B. Goode," **Grateful Dead**, Fillmore; "Tightrope," **Leon Russell**, Shelter; "Listen to the Music," **Doobie Brothers**, Warner Bros. . . . **Oregon**—KWVA, Corvallis, **Jeff Spencer** reporting: Eugene, Dave Chance reporting: "Sundown Lady," (LP), **Loni Hall, A&M**; "I Don't Want to Be Right," (LP), **Luther Ingram**, KoKo; "Batdorf and Rodney," (LP), **Batdorf and Rodney**, Capitol. . . . **Washington**—KUGR, KUGR-FM, Washington State U., Pullman, Mike Makela reporting: "All the Young Dudes," **Mott The Hoople**, Columbia; "Ma Ya," **The Meters**, Cotillion/Atlantic; "Bump City," (LP), **Tower of Power**, Warner Bros.

★ ★ ★

EAST—New York—WGSU-FM, State U. College at Geneseo, John A. Davlin reporting: "Give It Up," (LP), **Bonnie Raitt**, Warner Bros.; "Red Clay," (LP), **Freddie Hubbard**, CTI; "Put Yellow Princess," (LP), **John Fahey**, Vanguard. . . . WKGO, S.U.C. at Plattsburgh, Gary Hobish reporting: "John David Souther," (LP), **John David Souther**, Asylum; "Live at the Fillmore," (LP), **Bonnie Raitt**, Ovation; "All the Young Dudes," **Mott The Hoople**, Columbia. . . . WRCC, Rockland Community College, Suffern, Neil Monitersky reporting: "Kaptain Kopter . . . And Royal Jesters," **Frank Zappa**, "Super Fly," (LP), **Curtis Mayfield**, Curtom; "L.A. Reggae," (LP), **Johnny Rivers**, United Artists. . . . WBCR, Brooklyn College, Brooklyn, Louis Lacrow reporting: "Angel Young Dudes," **Mott The Hoople**, Columbia; "And I'm Leaving," **White Witch**, Capricorn; "Blowin' Free," **Wishbone Ash**, Decca. . . . WBAU-FM, Adelphi U., Garden City, Ellen Luzak reporting: "All Together Now," (LP), **Argent**, Epic; "Toulouse Street," (LP), **Doobie Brothers**, Warner Bros.; "Greetings From L.A.," (LP), **Tim Buckley**, Warner Bros. . . . **Pennsylvania**—WVBU, WVBU-FM, Bucknell U., Lewisburg, James J. Morrell reporting: "American City Suite," **Cashman and West**, Dunhill; "Let It Rain," **Eric Clapton**, Polydor; "Soft Machine 5," (LP), **Soft Machine**, Columbia. . . . WRCT, Carnegie-Mellon U., Pittsburgh, Brad Simon reporting: "Ventura Highway," **America**, Warner Bros.; "Sweet Lightning," (LP), **Sweet Lightning**, RCA; "Clear Cover," (LP), **Geoff & Maria Muldaur**, Reprise. . . . WKDU-FM, Drexel U., Philadelphia, Jay Meyers reporting: "I'd Love You to Want Me," **Lobo**, Big Tree; "A Lonely Man," **The Chi-Lites**, Brunswick; "Smiles in Your Face," **Buckeye Palmer**, Colibri. . . . WTXL, Bucks County Community College, Newtown, Bill Shetler reporting: "Close to the Edge," (LP), **Yes**, Atlantic; "Summer Breeze," **Seals & Croft**, Warner Bros.; "Ma Ya," **The Meters**, Cotillion. . . . **New Jersey**—WFDU-FM, Fairleigh-Dickinson U., Teaneck, Tony Loving reporting: "Living Time," (LP), **Bill Evans**, Columbia; "M.F.—Horse," (LP), **Maynard Ferguson**, Columbia; "Waterfalls," (LP), **John Klemmer**, Impulse. . . . WCCR, Camden County College, Blackwood, Lon Emerick reporting: "Close to the Edge," (LP), **Yes**, Atlantic; "Trilogy," (LP), **Emerson, Lake and Palmer**, Cotillion; "Rock of Ages," (LP), **The Band**, Capitol. . . . **Massachusetts**—WERS-FM, Emerson College, Boston, Alan Dorfman reporting: "The World I Write for You," (LP) cut, Circles, The New Seekers, Elektra; "I Think I'm Gonna Kill Myself," (LP cut, Honky Chateau), **Elton John**, Uni; "Operator," **Jim Croce**, ABC.

★ ★ ★

CANADA—University of Toronto Radio, U. of Toronto, Richard Morochove reporting: "Running Back to Saskatoon," **The Guess Who**, Nimbus 9; "All the Young Dudes," **Mott The Hoople**, Columbia.

(Continued on Soul Page)

Genesis Films: Reflects Diversity Of Film Tastes on Campus

NEW YORK — Genesis Films, Ltd. reflects the increasing diversity of campus film tastes in the growth displayed by the firm's activities in formation in June 1968. While the campus film market continues to rely on the larger film distribution outlets and chains for proven box-office theatrical releases, smaller, more eclectic operations like Genesis have met with success in reaching a growing college audience that is involved with film-making and criticism at a more active level.

While theatrical distributors have traditionally had the film-production market-place as the first testing ground for product, Genesis Films has consciously addressed itself to the campus market since the beginning. Film-maker Reg Childs, now Genesis president, initially approached film schools to determine the size of the market for more specialized entertainment (11) after corresponding with various campuses, Childs brought his format for Genesis to fruition. The first Genesis program, Genesis I, was released in January, 1969.

Aimed at museums, schools, specialized film societies and other smaller commercial outlets, the first Genesis package provided a flexible model for the distributor: actually a composite of films by experimental film-makers, the package largely avoided the problem for those films while providing the film-maker with a more efficient distribution format.

Genesis Films was acquired by Directions Unlimited, Ltd. in 1970, and, during the interim, has expanded its catalog to include five editions of the Genesis composite package, several features from theatrical films and several longer experimental films and experimental packages.

Cathi Karr, East Coast coordinator for Genesis, describes the current operation as "more a service organization than a straightforward profit-making one." Whether that attitude is altruistic, the approach reflects Genesis' awareness of the relationship between film-maker and audience as central to the success of the venture.

Won't Stress Film

"If you know intuitively that a certain film won't go over well with a particular audience," Miss Karr explained, "there's no point in stressing that film. They won't come back to you." Genesis has taken that idea one step further by recognizing the free flow of information between film-makers, audience and non-theatrical film distributors as beneficial to the development of the medium and the quality of the product firms like Genesis will ultimately be handling.

For Genesis, that approach includes recommending non-theatrical distributors in instances where Genesis personnel feel is appropriate for the booking. Miss Karr views such cooperation with distributors and film societies as positive and necessary, commenting that "We all sell it together."

Attitude

Working with film-makers involves a similar attitude. The attention is conducted on a profit-sharing basis, with the artists to benefit directly from the distribution of their films. More to the point, with fledgling film-makers at many of the campuses serviced, Genesis has to be aware of the potential creativity of the audience itself, as well as the ongoing development of artists already represented in the package. As Miss Karr noted, "We're obviously interested in film-makers and their films. What's good if, we have our own film productions, we'll rely on those basically."

With in-house production envisioned, and the firm's composite package continuing to draw interest, Genesis is also marketing theatrical releases for the campus market and handling still other titles for both theatrical and non-theatrical markets.

Theatrical releases handled are, Miss Karr notes, hardly a departure from Genesis' main activities. "The theatrical acquisitions we have made, like The Confession," The Panic in Needle Park,' 'The Projectionist' and 'Little Murders,' aren't really straight box-office," she notes. "They're directed toward a film-conscious market."

Similarly, Genesis' simultaneous college and theatrical releases are specialized. Those films, which include "Richard," a special satire, also reach for an audience directly involved in film.

Genesis Films' college audience, which had included several hundred regular clients from colleges

(Continued on Soul Page)

IBS, WMMR To Co-Sponsor Radio Rap

MINNEAPOLIS — The North Central Region of the Intercollegiate Broadcasting System and campus station WMMR of the University of Minnesota will co-sponsor "Sunday, Sunday," an informal college radio "get-together" at the university's Minneapolis campus on Oct. 15.

The event will be held at the Coffman Memorial Union on the campus, beginning with a coffee hour at 9 a.m. and followed by a general meeting. Topics for additional discussions being considered include station personnel motivation, public relations, station funding, effective programming, programming, the role of the music director, relationships between companies and public affairs vs. news programming.

Professional radio and record company personnel have been invited to participate, "informally," in the conference. No hospitality suites or free promotions have been scheduled.

The fee for the conference will be $15.00, to cover expenses for room rental and the coffee hour.

The WMMR-IBS meeting coincides with the WCHP-WCBN College Radio Forum being held at Central Michigan University in Mt. Pleasant, Mich. In detailing the plans for the Minneapolis event, the IBS regional news magazine, Radio Free Campus, commented, in affair "means only to offer an alternative to those who find they cannot afford to travel to Michigan for a radio conference, and is in no way intended to compete with what is promised to be a well-organized college radio gathering."

Pre-registration for the conference may be made through Mike Wild at WMMR, Coffman Memorial Union, U. of Minnesota, Minneapolis 55455.

Film Flashes

James H. Goss has been appointed director of public relations for **Ivy Film/16,** the film rental operation located in New York at 165 W. 46th St.

Goss, a graduate of Columbia University and the Columbia Graduate School of Journalism, has previously served with the Philadelphia Inquirer, Reuters, L'Agence France Presse, the King Broadcasting Company and the Thoroughbred Owners and Breeders Association in Lexington, Ky.

From **Time-Life Films** comes news of several new educational releases aimed at college and high school audiences. Among the titles are **"Darwin's Beagle,"** a film biography of Charles Darwin and the furor surrounding Darwin's initial unveiling of his theory of evolution; **"Black American Dream,"** another BBC color film, which documents the implications of the black experience in America through comments by various key figures in black history, economy and politics; and **"Three Looms Waiting,"** a color film for teacher training and drama education centering on improvisational drama.

★ ★ ★

Contemporary Films/McGraw Hill has acquired American distribution rights for the 1939 Hal Roach production of John Steinbeck's **"Of Mice and Men,"** directed by **Lewis Milestone** and featuring **Lon Chaney, Jr.** and **Burgess Meredith.**

Contemporary Films/McGraw Hill will be making available new, complete prints of the film for rental and long-term leasing.

Radio Meet At Loyola

CHICAGO—WLUC, the campus radio station originating from the North Shore campus of Loyola University of Chicago, will sponsor a college radio conference at the campus during the weekend of Nov. 17-19.

Judy Mullen of WLUC noted that the programming and operation via student participation at several general meetings. Among topics slated for the affair are general programming trends and the relationship between college stations and the professionals.

Radio and record company personnel are expected to attend and participate, but the profile of those delegates will be advisory; after meetings and seminars on Friday and Saturday, where students will conduct the proceedings, professionals will be asked to field informal question-and-answer sessions on specific areas of station operation.

Miss Mullen noted that record company personnel interested in attending and participating should contact Wilbur Pass, coordinator of last year's WLUC conference and now working for United Artists Records, at the UDC Distribution Branch in Chicago. Pass will coordinate record company activities for the station.

At present, live entertainment is anticipated, with The Ship, Elektra Records' artists, scheduled to be among the performers at a Saturday night concert. Miss Mullen noted that live entertainment will be limited to that evening only.

Fee for delegates, which will cover meal tickets and operating costs, will be $5.00. Further information may be obtained from the station.

Classical Music

Nonesuch to Get Major Drive

NEW YORK—Elektra Records sales department and the 14 branch operations have mounted a major, 60-day national promotion campaign for Nonesuch Records.

The campaign, which will run to Oct. 31, will follow the theme, "Explore the Worlds of Nonesuch," and has been designed to present the label's classical and Explorer Series releases to a larger consumer audience.

Included in the promotion are discount program and dating benefits. In addition, several merchandising tools have been produced for the campaign, including two pre-packs including best-selling releases, a poster and banner for in-store displays and a counter display of a specially designed container to hold the pre-packs. The promotion also covers cooperative advertising with dealers throughout the U.S.

The decision to launch this year's campaign stemmed from the success of last year's promotion for the label, which involved rack jobbers in key locations.

This year's promotion will concentrate most heavily on the two volumes of Scott Joplin Piano by Josh Rifkin, and on the September releases, which include "Vivaldi: Orfrandes/Integrale/Octandre/ Ecuatorial"; "Mozart Concertos" by Hertel, Leopold Mozart and Hummel. Dvorak's "Symphonic Variations Op. 79;" Amorous Dialogues of the Renaissance," and two LPs from the Explorer Series, "Caribbean Island Music" and "P'Ansori (Korea's Epic Vocal Art)."

WGN-Illinois Opera Guild Competition Set

CHICAGO — The deadline for entries to the WGN-Illinois Opera Guild Auditions of the Air national competition is midnight, Sunday (15).

This competition is open to United States citizens between the ages of 20 and 34. Applicants must submit a tape recording of his or her voice, together with an official application blank. Complete information and entry blanks may be obtained by writing to: Opera Guild Auditions Board, WGN Continental Broadcasting Co., 2501 Bradley Place, Chicago, Illinois 60618.

The First National Award is $3,000 and a solo appearance at Chicago's Grant Park Concerts; Second National Award is $2,000. This year's National Competition has expanded its operatic live auditions to include Dallas, Texas, in addition to Chicago, New York City and Los Angeles.

Dick Jones, executive producer of the "Auditions of the Air," and a panel of judges will conduct operatic live auditions in those cities on the following dates: New York City—Carnegie Recital Hall—Nov. 10; Los Angeles—Ahmanson Theatre—Nov. 13-14; Dallas—Bob Hope Theatre (SMU)—Nov. 15; Chicago—WGN Continental Broadcast Center—Nov. 18-19.

The Auditions of the Air, now entering its 15th year, is the only national operatic competition to be heard on a broadcast series presented by a major broadcasting company. The 15-week WGN Radio broadcast series, scheduled to begin Sunday, Dec. 17, is designed to showcase only those operatic talents who are eligible for the finals. The National Finals will take place in early March, 1975, on stage of the Chicago Civic Opera House.

The Grand Awards Presentation will take place in March, 1973, on WGN Radio, at which time the winners will receive their awards. All expenses will be paid for the two winners to attend the semi-final Awards Presentation broadcast.

New Firm Formed in U.K.; Mrs. Wallich on Board

LONDON—Next week will see the launching of a new recording and orchestral organization, bringing back to the record world former Delysé chief, Isabella Wallich, whose Delysé catalog is now issued under license by British Decca on several of its associated labels.

Mrs. Wallich has joined conductor Wyn Morris and businessman John Raffael on the board of a new company, Independent Music Releases, which will manage a new orchestra, the Symphonica of London, specially formed to give public concerts and make recordings. The orchestra will not be on a permanent basis, but will bring together many of the outstanding London orchestral players for special occasions and recording projects. The plan is to have recordings released under license by major companies.

Mrs. Wallich said "We feel that the ever-rising cost of major recording projects makes it necessary to spread the expenses over a wider field, and that in this way we can provide major classical companies with some recordings that otherwise, they might not be able to make."

First activity will be a recording of Mahler's "Symphony No. 8," the "Symphony of a Thousand." The recording, produced by Mrs. Wallich, is to be made at Walthamstow Town Hall starting on Nov. 20, and a public concert of the work, with the same conductor and artists, will be in the Albert Hall on Dec. 11.

The recording, handled by EMI engineers, will be issued eventually in both stereo and quadraphonic, and will be available in interested recording companies by the end of the year.

The Classical Renaissance

Read about it in the November 4 issue of Billboard. Learn the reasons for today's rebirth of classical music and how it's attracting young buyers. Billboard's "Classical Renaissance" special is coming in the November 4 issue.

Philly OK's New Pact

PHILADELPHIA—After threatening to strike and delay the season's return, members of the Philadelphia Orchestra voted 2-to-1 to accept three-year contract which provides a 56% wage increase over that period.

Before the new pact, orchestra members were paid $330 weekly minimum, which included a recording guarantee of $40 per week. Local musicians will receive a $40 increase immediately, making the minimum to $370 a week and making Philadelphia Orchestra the highest paid in the U.S.

The local musicians had been seeking wage parity with both the New York and Boston symphony orchestras. New York Philharmonic has a $350 minimum including a $20 weekly recording royalty fee, and the Boston Symphony members receive $340 minimum, which also includes a $20 weekly recording royalty fee. The local wage scale covers a 52-week period plus seven-week vacation.

New contract provides an additional $10 weekly for the second and third seasons, up to a $390 minimum for the 1974-75 season.

New Move at Barclay France; Distrib Stays

PARIS — Barclay France has virtually wound up its classical operations as a result of the departure of classics manager Yvan Landsner, who has joined Decca France.

The move followed the acquisition earlier this year by RCA of the distribution rights to the Barclay independent classics label Erato, formerly held by the Barclay affiliate, CED. Manager Landsrope has also acquired, for $150,-000, 55 albums from the Barclay Classic catalog.

Barclay, however, still has under contract a number of artists who have recorded for the Classic label, including the Paris Opera Orchestra Ensemble.

The company will also continue to distribute the ORTF Inedits catalog, which now comprises 24 works recorded by the state-owned radio and television network. Barclay is also continuing its distribution of the ORTF-OCORA catalog of some 50 ethnic music recordings.

Musidisc will make its first release of former Classic label recordings on Sunday (15). The company will release 12 double-albums on the Richese Classique label, retailing at just over $5.

The Vogue label, meanwhile, will launch a new classical catalog later this year with the release of 12 albums. It is Vogue's first classical release in nearly 10 years and will include "Lyrical Masterpieces," a collection of opera works acquired from the Pacific-Orphee catalog eight years ago.

Billboard TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

This Week	Last Week	Wks. On Chart	Wks. In Top 10	TITLE—Artist, Label & Number (Dist. Label) (Pubs., Lic.)
1	3	5	5	**GARDEN PARTY** ..... 10 Rick Nelson & The Stone Canyon Band, Decca 32980 (MCA) (Metropun, BMI)
2	1	2	2	**BLACK & WHITE** ..... 10 Three Dog Night, Dunhill 4317 (Templeton, ASCAP)
3	7	10	16	**IF I COULD REACH YOU** ..... 7 5th Dimension, Bell 45-261 (Hello There!, ASCAP)
4	2	1	1	**BABY DON'T GET HOOKED ON ME** ..... 17 Mac Davis, Columbia 4-45618 (Screen Gems-Columbia, BMI)
5	5	8	15	**BEN** ..... 7 Michael Jackson, Motown 1207 (Jobete, ASCAP)
6	20	25	34	**CAN'T YOU HEAR THE SONG** ..... 3 Ides Of March, Warner Bros. Chelsea 79-0158 (MCA) (Limari, BMI)
7	4	7	7	**CITY OF NEW ORLEANS** ..... 10 Arlo Guthrie, Reprise 1103 (Kama Rippa/ Turnpike Tom, ASCAP)
8	15	17	22	**I CAN SEE CLEARLY NOW** ..... 6 Johnny Nash, Epic 45-10902 (CBS) (Cayman, ASCAP)
9	12	16	24	**GOODTIME CHARLIE'S GOT THE BLUES** ..... 7 Danny O'Keefe, Signpost 70006 (Atlantic) (Cottillion/ Road Canon, BMI)
10	10	12	13	**WE CAN MAKE IT TOGETHER** ..... 8 Steve & Eydie, MGM 14383 (Kalob, BMI)
11	14	15	19	**IT'S A MATTER OF TIME/BURNING LOVE** ..... 8 Elvis Presley, RCA 0297 (Gladys, ASCAP/ Combine, BMI)
12	13	13	14	**I BELIEVE IN MUSIC** ..... 9 Gallery, Sussex 239 (Budduh) (Screen Gems-Columbia/ Jobete, BMI)
13	23	36	—	**I'D LOVE YOU TO WANT ME** ..... 3 Lobo, Big Tree 147 (Bell) (Kaiser/Famous, ASCAP)
14	9	9	10	**IF YOU LEAVE ME TONIGHT I'LL CRY** ..... 10 Jerry Wallace, Decca 32999 (MCA) (Leeds, ASCAP)
15	21	24	28	**USE ME** ..... 6 Bill Withers, Sussex 241 (Budduh) (Interior, BMI)
16	8	11	12	**SATURDAY IN THE PARK** ..... 9 Chicago, Columbia 4-45637 (Big Elk, ASCAP)
17	11	3	3	**PLAY ME** ..... 10 Neil Diamond, Uni 55346 (MCA) (Prophet, ASCAP)
18	18	18	20	**SPEAK TO THE SKY** ..... 7 Rick Springfield, Capitol 3340 (Binder/Porter, ASCAP)
19	6	6	18	**HONKY CAT** ..... 8 Elton John, Uni 55343 (MCA) (James, BMI)
20	24	34	38	**I AM WOMAN** ..... 3 Helen Reddy, Capitol 3350 (Buggerbum, BMI)
21	22	24	29	**I'LL MAKE YOU MUSIC** ..... 5 Beverly Bremers, Scepter 12363 (Dramatis, BMI)
22	25	26	32	**APRES TOI (Come What May)** ..... 5 Paul Mauriat, Verve 10482 (MGM) (Intersong U.S.A./Chappell, ASCAP)
23	29	40	—	**WEDDING SONG (There Is Love)** ..... 3 Petula Clark, MGM 14431 (Public Domain)
24	26	30	39	**WHY** ..... 6 Tommy Osmond, MGM 14424 (Dalmar, ASCAP)
25	19	20	25	**DON'T HIDE YOUR LOVE** ..... 5 Cher, Kapp 2184 (MCA) (Kirshner/ATV, BMI)
26	27	29	33	**EVERYBODY PLAY THE FOOL** ..... 5 Main Ingredient, RCA 74-0731 (Giant Enterprise, BMI)
27	32	33	36	**DON'T EVER BE LONELY (A Poor Little Fool Like Me)** ..... 4 Cornelius Brothers & Sister Rose, United Artists 50847 (Glover/Hayes, BMI)
28	31	35	40	**LOVING YOU HAS JUST CROSSED MY MIND** 4 Sam Neeley, Capitol 3361 (Seven Iron, BMI)
29	34	38	—	**DANCE, DANCE, DANCE** ..... 3 New Seekers, Elektra 45806 (Cottillion/Broken Arrow, BMI)
30	35	—	—	**SING A SONG/MAKE YOUR OWN KIND OF MUSIC** ..... 2 Barbra Streisand, Columbia 4-45686 (Jonico/Screen Gems-Columbia, BMI)
31	16	4	4	**POPCORN** ..... 16 Hot Butter, Musicor 1458 (Bourne, ASCAP)
32	36	37	—	**HAPPIER THAN THE MORNING SUN** ..... 3 B.J. Thomas, Scepter 12364 (Black Bull/Stein & Van Stock, BMI)
33	38	39	—	**PARADISE** ..... 3 Jackie DeShannon, Atlantic 2895 (Cottillion/Soul Grapes, BMI)
34	—	—	—	**SMOKE GETS IN YOUR EYES** ..... 1 Blue Haze, A&M 1357 (T.B. Harms, ASCAP)
35	37	—	—	**LOVE SONG** ..... 2 Peggy Lee, Capitol 3439 (Blue Seas/Jac, ASCAP)
36	—	—	—	**THE PEOPLE TREE** ..... 1 Sammy Davis, Jr., MGM 14426 (Tereden, BMI)
37	—	—	—	**AMERICAN CITY SUITE** ..... 1 Chicman & West, Dunhill 4324 (Blendinpwell, ASCAP)
38	39	—	—	**CANTA LIBRE** ..... 2 Al Martino, Capitol 3444 (Prophet, ASCAP)
39	—	—	—	**TIME & LOVE** ..... 1 Jackie & Roy Kral, CTI 11 (Knollwood, ASCAP)
40	40	—	—	**THEME FROM "THE MARCINGI GENERATION"** 2 Henry Mancini, RCA 74-0736 (Southside, ASCAP) **Billboard SPECIAL SURVEY for Week Ending 10/14/72**

Billboard spotlights...

Dear Jarrell—and all our friends at Word:

Please excuse our pride, but we at Capitol feel extremely honored to have been associated with you from the very beginning—to your present status as a truly unique and vital element of today's Music Industry.

May your success and our friendship continue to grow.

CAPITOL RECORDS, INC.
SPECIAL MARKETS DIVISION
(Custom Services)

We are understandably proud of our continuing association with *WORD* records

We print what they picture.

THE BERT-CO ENTERPRISES
A DIVISION OF THE WORD RADIO ORGANIZATION, INC.
1835 GLENDALE BOULEVARD,
LOS ANGELES, CALIFORNIA 90026

Billboard spotlights Word, Incorporated

Word Hits $10 Million; Keeps Breaking Into New Areas After 22 Years

Back in 1870, the city of Waco, Texas, built a bridge across the Brazos River. Since it was the only bridge which spanned the stream, the city charged a toll and crawled commercialism of movement.

While not exactly a parable, there is a similarity between that story and an event which took place in that same city about 80 years later, for another creative commercialization of movement began to take place.

This is the story of Word, Inc., a firm which undertook the admonition of the founder of Christianity, and went forth to teach all nations and entertain them et the same time. Its beginnings took root in a Baptist University and to date has packaged the Christen message in art form to the marketplace.

Jarrell McCracken was a student then, an enterprising one. Studying et Baylor in Waco,' he combined his mejor end minor studies (religion and redio) into a religious radio show. He decided to put on record one segment of a broad cast, and he sold out his first pressing.

Much later, Word was to sell a quarter-million copies of a straight comedy single end 178,000 LP's but even that was dona by a predominately religious entertainer.

The in-betweens were struggle years. Still et Beylor, McCracken (later to become the first Gospel manufacturer to become president of RIAA), took in early partners et his fledging comperry.

If wasn't e particularly easy move. Onca beyond the campus, the first Word office was a one-room apartment behind a cleaning store in Waco. Stop to contrast that today: 60,000 square feet of working space, with every refinement knewn to the industry, and a work force which would stagger the imagination of any independent record man.

Fellow students were emong those who bought a piece of Word. Together with McCracken they battled the odds (who, for example, would distribute a religious label?), and thara was a time in the formative years when they nearly had to toss in the towel. Later, when distribution was established, Word became for a brief time a distributor for children's, jazz and classic pel product.

In 1964, the young Word executives estebllshed tha first religious "record of the month club," and still new trails had been broken. This was with the Word label, and it was called the Family Record Club. Today it is the only one of its kind in tha world. Word, foo, has its Canaan Record Club, which deals primarily with Gospel Music.

If might be well here to form a breakdown of the labels, five of them, and get into semantics. Word, the first of these, is a middle-of-the-roed or traditional religious music record comparry. Categorized into this grouping (for reasons of clarity) ere such artists as Wayne Newton, Anita Bryant, Dave Boyer, Burl Ives and the Pat Boone Family, all of whem do ther religious recording with Word.

Canaan is the gospel label, traditional Southern gospel type gospel singing. Light is something entirely different. It is comtemporery, geared et youth, and includes folk musicals. Sacred is an old label, which occasionally turns out "traditionel" music. And the latest of the labels is Myrrh, which is so contemporyly (yet full of message) that it is getting Top 40 play. The artists on this label are completely comparable to the top rock groups in sound, quality end—fo the dismay of many—in appeal in the market. It includes as the saying goes these days, Jesus Music.

To get where it is and where it's going, Word has had to remain traditionol on one hand, contemporizo on the other. It has been a delicate task, but incredibly if has worked.

Not really incredibly. McCracken is the sort who makes things work. Distribution first was set-up through religious book stores, record stores, and some rack jobbers. Now, as the product lies both remeined intect and progressed, diversity, distribution also is being dona through a network of independents. Any major label looking at that inclining sales graph would have to be interested. Additionelly, there is direct marketing, along with all of the other methods of getting Word constantly into its "commercialization of movement."

If you care for figures, you might dabble with an annual salas volume in excess of $10 million.

For some time Word has had it's own publishing arms, with some of the finest writers in the field. But, in 1969, it took another of those giant strides by purchasing The Rodeheaver Co. of Winona Lake, Indiana. If that doesn't exactly boggle your mind, consider that Rodeheaver has one of the strongest religious catalogs in the world, including such standards as "Old Rugged Cross," "In the Garden," "Beyond the Sunset," end other giants which have been ra corded scores of times and aired millions of times. Because of thet acquisition, Word Music end Rodeheaver were combined into one.

Few stop fo realize the potentiol of this music force. Surveys have shown thet something over 60% of the population of the United States is churchrelated in Christianity, so there is a market, theoretically at least, of more than 100,000,000 buyers. More realistically, it only 20 percent of this group was interested, it's still somewhere between 15-20 million. That's a fairly representative segment of the total population. This has to be conservative, too, since, as McCracken notes, "A lot of people are responsive to inspirational or religious product who don't go to church. Most have some kind of religious orentation or background."

It was many years ago when McCracken end his helpers went out fo prove something to the market community. Skeptical by nature, retailers resisted stocking this stigmatized sort of product. If had to be done on an incredible painstaking basis. Every time they placed a record in the hends of some new individual, there was confrontation to the record outlet that there was a valid need for the product. Frequently these people came into the store and inquired about a company or an artist. It was the old story. The retailer declined on the basis there had been no call for the record. So, they had to create calls by making the records available to individuals, who then followed up on ther own visits to the shops. So they came and they racked and they conquered.

If wasn't until 1964 thet Word, through the estebllshment of Canean, got into the Gospel quartet business. The quartets had been around e long time, and a good bit of that type of singing eminated from the shaped note harmony of Texas. Yet Word had to go elsewhere to get if together.

Consider, however, the 13 acts who comprise the label. Thera are the Florida Boys and The Happy Goodman Family, The Lewis Family, Wendy Bagwell and the Sunliters, The Inspirations, Blue Ridge Quartet, The Le-Fevres, The Thrasher Brothers, Steve Sanders, The Cathedral Quartet, The Singing Hemphills, The Lundstrom Team, and The Four Galileans.

It was Wendy Bagwell who sold over 200,000 singles of his story about the snake worshiper. How many of the "major" comics have done that well? And on a religious label. It was not a freak of nature. It was a well conceived, carefully produced and edited record that was intended to sell a lot.

The others, too, all have done well. Most have radio and/or television shows of their own. All are successful touring groups.

Marvin Norcross produces all of them. This is his baby, and has been from its inception. He's been on the board of directors of the GMA since it was founded, too, either as an officer or director. About 80% of his production is done in Nashville, and the rest in such places as Greenville and Atlanta.

The Canaan record club is in a specialized field, and the club members are loyal, feithful, and willing to pert with thair dollars, month-after month, in exchange for the soul-lifting happiness they receive in axchange.

Norcross also is involved in all sorts of civic activities, which is not ell surprising in light of the sort of thing he has been doing for years. Among other things, he directs the activities of 18 Little League programs in Central Texas. And he has found time to produce more than 100 albums.

(Continued on page W-6)

Jarrell McCracken, president of Word Records, a leading specialist in gospel music and a world acknowledged unique company.

30,000 Copyrights Backbone of Co.

Whatever your musical needs may be, Word Music publishes it! Word publishes printed music—anthems, cantatas, sheet music, solo pieno lit erature, pieces for organists and ra cifalists.

They print hymn books, song books, children's books and all the new feds in teenage message music. In short, Word Music prints everything from 16th century anthems to the down hown gospel sound.

Since 1964 when the parent company merged with Sacred Records and took over the latter's fledgling music publishing branch, Sacred Songs, Word Music has grown to become the largest religious music publishing company in the country, print

(Continued on page W-8)

Canadian Market Grows Very Fast

Eleven years ago Word Inc. president Jarrell McCracken travelled to Vancouver, Canada, to meet a young disc jockey named Gerry Scott. As a result of that meeting, Word Records Limited was established as a distributor of Word products in Western Canada.

Today, with Scott as its president, Word Records Limited is the largest producer of records and music in the entire Dominion of Canada and is

(Continued on page W-8)

Heatherley Leads Natl. Sales Force

Francis Heatherley, national sales manager under the direction of Word, Inc., has built up a crack nationwide team of salesmen who call on more than 10,000 accounts. Lonnie Longmire, who has o five state area encompassing Colorado, Kansas, Nebraska, Missouri and Southern Iowa, has a unique approach to the life of a traveling salesman.

Lonnie simply takes to the road with his wife, two children, dog, motorcycle and various other "comforts

(Continued on page W-8)

Kilpatrick Heads Record Production

Word, Inc.'s first woman executive is vivacious and super efficient Mrs. Carol Kilpatrick in her capacity as director of production, she is responsible for the production of all Word's products, coordinating end scheduling the time of people in Texas, California, Tennessee and Nebraska.

Among other things, her job includes fracing copyrights, directing the design and printing of record jacets, ordering the records pressed and delivered. She oversees the production of all books, from manuscript to final delivery, including the cover, dust jacket and paper. Tapes ere her responsibility too, as she sees them through from start to finish.

Researching new packaging ideas, Mrs. Kilpatrick frequently comes up with fresh packaging for merchandise.

(Continued on page W-6)

Kurt Kaiser
A&r head, Word

Ralph Carmichel
A&r head, Light

Marvin Norcross
A&r head, Caraan

Billy Ray Hearn
A&r head, Myrrh

ADVERTISEMENT

...on the WORD label

Kurt Kaiser Travels The World for Traditional

One of the best known composers, arrangers and conductors of sacred music today is Kurt Kaiser, Vice President of Word, Inc. He is also A&r man for Word Records and Director of Music for the parent company.

Perhaps best known for his compositions, "Tell It Like It Is" and "Natural High," (just two of many much-recorded songs) Kurt is completely dedicated to music.

His job (or jobs) incorporate writing, arranging, conducting, producing and playing music as well as thousands of miles of international travel each year to recording sessions, auditions and performances.

An accomplished pianist, Kaiser has five albums to his personal credit, all released on the Word label. He also frequently gives concerts.

A pioneer in bringing new sounds to the realm of religious music, one of Kaiser's most rewarding accomplishments is "Tell It Like It Is," the contemporary folk musical. Creating excitement among young people, it has been performed by groups all across the nation and in foreign countries. Ralph Carmichael, composer arranger and business associate of Word, co-authored the musical.

NBC-TV aired "Tell It Like It Is" in prime time in 1970 and again in 1971.

Last year the team of Kaiser and Carmichael introduced their newest folk musical, "Natural High." This musical has also been performed by innumerable groups on the North American continent.

Kaiser is a graduate of Northwestern University, holding bachelor of arts and master of music degrees. He joined the Word staff in 1959.

Wayne Newton

Newton Has His Gospel Music Side

Every decade seems to take a number of words out of Webster's which had somehow lain dormant for generations or more. And these words become the touchstones or phrases by which a generation expresses itself.

Before we were concerned about cleaning up the environment, a word like ecology was found only in a dictionary. Now, even a tot in kindergarten would know its meaning.

Of course, the Sixties also gave us new phrases. Instead of being nervous, everybody was uptight. There was an increasing awareness of the disparity between young and old on every issue under the sun. Soon, every reference to this problem became labelled as part of the "generation gap."

Another expression that has become popular is "credibility gap." It has become an idiom that we use to

(Continued on page W-15)

Pat's Family

Pat Boone Family

The Pat Boone family received a Grammy Award nomination for their first album, released on the Word label. It is entitled, appropriately enough, "The Pat Boone Family."

(Continued on page W-15)

Ken Medema

Ken Medema is a totally unique individual, as are the songs he composes and sings on his album, "Fork in the Road," released on the Word label. Young people and adults both respond to Ken's music and he is much in demand for personal appearances.

Blind since birth, he learned to play the piano as a youth by listening to tape recordings and reading music written in Braille. He would feel with his left hand, learn to play the right hand part, and then feel with his right and learn to play the left.

Ken is Director of Music and Creative Arts Therapies at the Essex County Hospital Center, a psychiatric hospital in Cedar Grove, New Jersey. However, he does envisage a full-time performing career and says that he values highly the opportunity to "speak to people in terms that are here and now . . . to communicate the message of Christ as I understand it."

He feels indebted to a class of teenagers at the hospital for their help in writing one of the most tender and loving songs on the album, "Touching." It was written because of their conviction that what people need most is to communicate honestly with each other, to make contact, to touch.

Another of the songs, "Treasures," was written for a mentally disturbed third-grade child who was withdrawn.

Although Ken remembers times as a teenager when he was angered and frustrated by his blindness, his resentment has now mellowed into a sweetness of spirit which reaches out to all who hear him.

Ken Medema

Anita Bryant Has 5 Albums

Anita Bryant, the Florida orange ed244.4;Suice spokeswoman who has sold three million single records, has recorded five albums on the Word label.

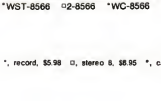
A former Miss Oklahoma and runner up to Miss America in 1960, Miss Bryant rose to stardom as a TV and recording star. For seven consecutive years, she was Bob Hope's "right arm" on his holiday tours to remote armed forces bases.

(Continued on page W-8)

Anita Bryant

"My sincere thanks to Word Records for their sensitivity to gospel music in total."

Sincerely,
Dale Evans Rogers



*WST-8566 □2-8566 *WC-8566

*WST-8546

*, record, $5.98 □, stereo 8, $8.95 *, cassette, $6.95

religious music on Word Records

...on the Canaan label

Word's Top Selling Label Created, Directed By Marvin Norcross

Canaan Records is the top selling Word label and ranks as one of the major record labels in the nation. This gospel arm of Word, Inc. was inaugurated in 1964 by Marvin Norcross, vice president, secretary-treasurer of Word and director of the Canaan operation.

Canaan's success is attributed in part to the great popularity of gospel music and to a large degree, the contagious enthusiasm of Norcross. His love of gospel music and gospel performers is instantly apparent to everyone who comes in contact with him. He is tetely involved in each Canaan release, signing the artist, helping select the music, producing the recording and making suggestions for the record jacket designs.

Norcross says the most dedicated fans of all are gospel music fans who will travel tor hundreds of miles for a gospel concert. And it is his contention that the very best in gospel music is being performed by the artists who record tor Canaan—artists such as Wendy Bagwell, The Happy Goodmans, The Blue Ridge Quartet, The Florida Boys, The Inspirations, The Thrasher Brothers, The LeFevres, The Lewis Family, Steve Sanders, The Lundstrums, The Singing Hemphills and The Cathedral Quartet.

Norcross joined Word as a partner in 1952, a year after its tounding. In addition to being the guiding light behind Canaan, he has been responsible for the management of Word's finances, accounting, data processing, purchasing and other internal operation. The company now has a full staff of supervisory personnel and e well-manned chain of command in each department.

But Norcross is quick to admit his proudest achievement is the creation of Canaan Records.

The Happy Goodmen Family

The Happy Goodman Family

These great personalities are booked for travel from coast to coast in their big Silver Eagle bus with the Canaan logo emblazoned on its sides. The Goodmans rank among the greatest gospel groups in national prominence for they elso ster in the award winning Gospel Singing Jubilee on national television.

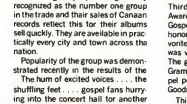
Gospel music is universally loved and The Goodman Family enjoys an enviable place in fan's devotion. These energetic people are generally recognized as the number one group in the trade and their sales of Canaan records retlect this for their albums sell quickly. They are awetaken in practically every city and town across the nation.

Popularity of the group was demonstrated recently in the results of the

The hum of excited voices . . . the shuffling feet . . . gospel fans hurrying into the concert hall for another evening with The Happy Goodmans! It looks like a sell out! Good natured exchanges . . . . (sometimes with total strangers) the crowd begins to settle into their chairs. An expectant current envelops everyone. The tootlights come up. The applause begins. The curtains roll back and the emcee steps up to the mike to introduce "The Happy Goodman Family from Madisonville, Kentucky!" Four microphones are waiting tor Sam, Vestel, Rusty and Howard and their large orchestra. The program begins and the spirit-stirring is all there. These dedicated, experienced Christians are doing what they love most to do—singing for their Lord. The crowd's appreciative applause rattles the rafters.

Third Annual Singing News Fan Awards. Vestel was named Queen of Gospel Music, Rusty received the dual honors of Mr. Gospel Singer and Favorite Baritone Singer while Howard was voted Favorite Gospel Musician. The group had previously received a Grammy Award in 1969 for their gospel performance album "The Happy Goodmans" also on Canaan label.

This musical family is a vit and dynamic part of gospel music, travelling together with their orchestra, thousands of miles each year to play and sing to packed concerts. The gospel wave ot excitement is high and The Happy Goodmans are on the crest of it!



Carol Kilpatrick

Kilpatrick

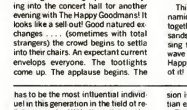
• *Continued from page W-3*

ing Word's products "a little differently." Involved in a tast moving industry, she has learned to adapt quickly to its changes.

In her fourteen years with Word, she has learned to cope with tight schedules and crash programs, and has seen the company grow from "five or six" employees to two hundred.

sion is Word Tours, combining Christian experience with unique travel.

The company's financial wizard is Scotland born Bennie McDonald, who came to Word from the bank business in Orange, Texas. He was a business administration major in college, and is a CPA. He, too, has won numerous awards, and is active in civic and religious affairs.



The Florida Boys

The Florida Boys

Gospel music e happening market-in the United States and The Florida Boys are proud to be a segment of it. Promoting gospel music is an almost consuming drive for Les Beasley tor he not only performs, hosts the Gospel Singing Jubilee but is the current president of the Gospel Music Association promoting gospel music as the great medium it is.

Playing host to millions of television viewers each week, The Gospel Jubilee is emceed by Les Beasley. A very versatile person, he also manages The Florida Boys quartet which has been entertaining audiences for over twenty years. As hosts on the Gospel Singing Jubilie, The Florida Boys have been responsible tor presenting some of the greatest top talent in gospel music. As a result of their popularity, The Florida Boys' concerts are always well attended and enthusiastically enjoyed. They hold a special place in the hearts of gospel music fans. They have many Canaan album releases but tans continue clamoring for even more. These performers have been presented countless awards tor their popularity with fans—including The Dove Award for the Best Gospel TV Program.

This group trom Pensacola, Florida is one of the gients in the recording in-

(Continued on page W-10)

Dale Evans

Dale Evans

Dale Evans, well known as en enter-tainer, authoress and television star, famous for her appearances with her husband, world famous cowboy Roy Rogers, brings to her albums on the Word label e vocal talent enriched with many warm experiences.

Her home, like her life, her books and now her new album, "Faith, Hope and Charity" attest to her strong faith. "Singing songs of praise has brought the greatest joy I have ever experienced in music," Dale says.

"Faith, Hope and Charity" is really e personel message from Dale. She's communicating her love of people through her love of music.

She sings the old, familiar hymns end the new gospel songs with equal vitality. Feeling that these contemporary musical expressions spell out the gospel in its uncertain terms, she sings "Put Your Hend in the Hend," "Pass It On" end "Lonely Voices," accompanied by the sounds of the young Jesus people.

Her belief in their sincere search for truth prompts her to say, "Let the establishment and the new generation come the gap with Jesus."

Word Hits $10 Million;

• *Continued from page W-3*

He now is vice president and secretary-treasurer of Word, Inc. the firm which right now is the world's largest producer ot religious recordings. There ara 18 full-time sales representatives ot this organization across the country and 175 full-time employees in the Nashv ortice alone.

Because of the massive growth of the company, it has had to be divided into two separate divisions: direct sales (record clubs), and trade marketing. It is the trade marketing division which is overseen by Dick Heatherley, who is the national trade sales manager. His responsibility is working with the distributors, rackers the dealers, and the whole gamit as far as sale for resale is concerned.

Heatherley has all those salesmen on staff, covering the entire nation. They work with 6,000 separate accounts. To give some idea of how times have changed, there now are some 200 accounts along the rack-er-distribution tield who do business with Word and its related labels. They cover the "secular" trade, that is the non-religious stores. There also is a great number ot retail stores in the religious business (non-secular) who are serviced directly by the Company . . . up to 5.000 of them.

Doc Chenault first name really is Francis), had been national sales manager of the David C. Cook Co., a religious publishing firm in Illinois, betora he joined Word three years ago. Now he spends consideraable time on the road, on extensive tours, calling on every representative everywhere. He not only helps train them, but is able better to keep in touch with the market this way. Then he can relay that market feel back to the home office.

He is justitiably proud ot what has been accomplished. Last year the company did a gross business ot between $8 and $9 million. The trade sales amount to $5.2 ot this. In his three years with the company trade sales have increased by more than 50%. In July of this year, record sales were 37 percent greater than those of a year ago, and his target is to double the figure in the next two years. The most significant growth is in the general or secular market, the rackers and the retail stores.

Word, of course, is not just a record company (or even five record companies). It looms large in its book division and its religious music publishing. Now a new division has been created called Creative Resources, which is religious educational material on cassette tepes. Since his sales-men carry tour of these lines, they are manufacturers' representatives. Again the pattern is set.

McCracken points out repeatedly that one of the most important facets of the company story is that it has had to find new effective ways to distribute religious product. The inroads have never ceased.

Throughout the years, big artists on major labels have devoted some of their recorded time to religious material, and today, as one can easily note, there is more of this going on. Word is in the "forefront" of this whole thing, since it really paved the way.

And this leads to Myrrh which is a strong daughter of the past and the dream of a&r man, Billy Ray Hearn. There has always been a contration of traditionalism with religious music of any sort. Now, with the move into religious rock, the problem is manifold for the rackers. Word and its people have had an educational program to carry out, to help the retail jobber separate the traditional from the contemporary. The Jesus Music market complex is still growing, and, and eventually it must have its own classification. Part of the battle will be getting the right product out of the religious section. Most traditional religious buyers are not rock fans, but rock consumers certainly will react to contemporary religious music. Indications are already there that success is being approached.

Myrrh quickly put eight groups under contract. They include Randy Matthews, the Fort Street, Crimson Bridge, Dust, and the J. C. Power Outlet. Everything the Myrrh artists sing is a message of some sort, usually spiritually oriented. But any legitimate message song o religious in itself, just as with its companion labels, the Myrrh artists are beautiful people.

The Word label, under a&r man Kurt Kaiser, has on its roster such greats as Wayne Newton (who records his pop records with Chelsea), Andre Bryant, a standout in the religious tield; Dale Evens, whose work with children is known throughout the world; Burl Ives, the bellad singer who has done much for ecology; the Pat Boone Family of four religious that have been well publicized; Norma Zimmer, well-known from the Lawrence Welk Show and Jim Roberts. Dave Boyer has recently joined the label, moving over from the club circuit to do what he has really wanted to do.

The Light label is run by Ralph Carmichael, whose Lexicon Music is a joint venture between him and Carmichael. (see separate story) He is a musical genius of modern times, who has to be the most influential individuel in this generation in the tield of religious music. With Kurt Kaiser, he has turned out, among other things, two incredible musicals: "Tell It Like It Is" and "Natural High." Both of these are in the Lexicon Music Catalog, and each production received rave reviews when shown across the nation. Andrae Crouch and the Disciples also are on the Light label. So are Richard and Patti Roberts (he is the son of Oral Roberts) whose consistent national television exposure helps create demand for their product. So is Sue Reiney, whose last self written liner notes said it eit "The first time I ever heard a Ralph Carmichael arrangement was some years ago and, as his music kept carrying the sounds to my soul, I said to myself, 'Someday I would love to make a sacred album like that with Ralph Carmichael.' Well it happened, and here I am."

No company, regardless of its artists, can function without the proper personnel behind it all. McCracken is a case in point. He holds both a B.A. and and M.A. trom Baylor, and an honorary doctor of law degree from John Brown University. He not only was named the outstanding young man in Waco a few years back, but one of the five outstanding young men in Texas? He is active in all sorts of religious and civic activites, actively serving on several boards. Among other things, he was president of the Waco Symphony Association in 1969.

He started Word in March of 1951, and in 1965 the company became Word, Inc. A companion division, Word Books, was added. Another div-

ADVERTISEMENT

...on the myrrh label

Jesus Music Heard on Contemporary Label

Myrrh Records is the newest division of Word Records. It is the Jesus Music label, in the most contemporary sense. And yet, as individual as each of its artists. The most dominant feature of the label is the vitality and ingenuity of its A&R men, Billy Ray Hearn. A young-thinking musician (B.A. in Music from Baylor University) with an experienced background in youth music, Hearn recognized the need for the young Jesus People to communicate their thinking. The Myrrh label was created to reach that market.

Myrrh is message music written by people who have something to say," says Hearn, "and it is completely contemporary. It speaks to the street people and to students, politicians and protesters. And it's all Top 40 and middle-of the road material."

Hearn records and produces the albums in independent studios in California, New York, Nashville, Chicago and London utilizing the local talented studio musicians.

Hearn is constantly on the lookout for talent in his field and is excited about some of the new groups produced from this search. From the gospel rock sound of "Ron Salsbury and The J. C. Power Outlet" to the country folk rock of Randy Matthews, Myrrh has it all. The trade department has recently developed the idea of a Jesus Music merchandising program with a pre-pack that offers a variety of these artists with a new divider sampler entitled Jesus Music. This will give this contemporary label a separate place on the rack and in the store. Not all Myrrh product will fall under this category as some of it is "secular" material, such as Ray Repp and First Gear.

"Word saw the need," Hearn says, "and the opportunity to fill that need. We got the artists, we got the albums and now we're getting them out to the marketplace."

Ray Repp

Ray Repp Rides —On College Circuit

Ray Repp, now on the college circuit, is new to Myrrh, but not to those involved in the music industry.

Ray gained universal recognition in 1963 with his composition "Mass for Young Americans." He was one of the daring young to introduce the guitar mass to the Catholic Church. Since that time music has poured from his soul bringing songs like "Alleluia," "To Be Alive," "Look Out Your Window" and many more.

His career has led him to a variety of places. In 1968 he spent several months overseas with a concert tour and he then spent two years working and studying in Vienna, Austria. He is now living in New York where he is working full time on concert appearances and composing new material.

Larry Hubbell

Larry Hubbell's Mission Band

Larry Hubbell's music has the new sound, but there is a special quality to it that gives it identity in a world of sameness. On his album, "Mission Band," recorded live at the Myrrh label, every sort of instrument and musical form is employed. From the smooth, soothing strains of strings to electric guitar, banjo and even rinky-dink piano. Nothing stays the same very long. There is always movement, always excitement.

The songs are happy songs. They don't accuse, they encourage. They don't judge, they show a better way of living. The music never obscures the meaning of the lyrics.

Larry says simply, "Since I have found the way, there's "Sunshine In My Soul." Or, "Live for Jesus. It's the "Jesus Thing To Do." In an off-beat, almost nonsensical number, he admonishes the listener to get himself together and to "Straighten Up and Fly Right." The album is a quiet, easy going song with a country-western flavor, he reminds that new life will come again, "Come Spring."

Larry was born on a farm just fifty miles south of Nashville, Tennessee. Since high school he has appeared at the Grand Ole Opry and many state fairs.

After years of playing piano as a side man for country-western singer Jerry Van Dyke, Larry, still in his twenties, retired to a farm to try to find his own personalized type of music.

One morning at 4 a.m., after writing all night, it struck him that his musical experience included gospel, pop and country, and that these could be combined into a new, more expressive style. What came out was a hybrid sound Larry calls modern gospel. It's a good, refreshing sound that will be around a long time.

Ray Repp

Larry Hubbell

Randy Matthews

Matthews Scores With Jesus Sounds

Randy Matthews believes there is "no generation gap in Jesus Christ" and bases his approach to life on that statement. A former lead singer for an acid-rock band, Randy uses his knowledge of the rock-style music in his new ministry.

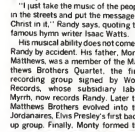
"I just take the music of the people in the streets and put the message of Christ in it," Randy says, quoting the famous hymn writer Isaac Watts.

His musical ability does not come to Randy by accident. His father, Monty Matthews, was a member of the Matthews Brothers Quartet, the first recording group signed by Word Records, whose subsidiary label, Myrrh, now records Randy. Later the Matthews Brothers evolved into the Jordanaires, Elvis Presley's first back up group. Finally, Monty formed the Foggy River Boys.

Randy has performed at Jesus festivals across the country and sings at street concerts, coffee houses, festivals, conventions and churches everywhere.

Randy's performances are not just musical shows. They are spiritual expereinces. "All my music is rock music," Randy explains, "because it is based on the rock, Jesus Christ. If music can lead young people away from Christ, it can lead them back again."

Recently released by Myrrh Records is Randy's album, "All I Am Is What You See, I Pray You See The Truth In Me" featuring several of his own compositions, "Plastic Clown," "Sunny Day," "Flesh of My Flesh," "Country Faith," "Leader Liberator" and many others.



First Gear

First Gear

First Gear travels coast to coast each year presenting over 400 individual concerts for colleges, high schools, night clubs, conventions and television.

They recently released their first album on the Myrrh label, entitled simply, "First Gear."

Larnelle Harris, front singer and leader of the group, was described by the St. Louis Post Dispatch as a "young Sammy Davis who is a demon on the drums." Prior to First Gear, he toured nationally with "The Spurrlows."

Some groups have only one lead singer, but in First Gear everybody does their thing. The other members of the group, Wally Gilmour, Bill Sanders, Russ Gregory, Jerry Idle, Don Perry and Tommy Wells, contribute vocally as well as providing the heavy First Gear sound on guitar, bass, electronic keyboard, trumpet, trombone, drums and sax.

First Gear is the ultimate in versatility—funky soul, heavy rock, jazz, blues, folk, smooth ballads with tight harmony.

Following a recent performance, one reporter wrote: "First Gear breaks out on stage with a high-energy, action-loaded dynamo of rock music in all its variations, that does not let up for even a moment until it's over. Then you just sit there stunned by the whole thing."

ADVERTISEMENT

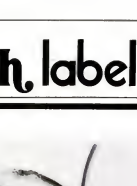
Heatherley

• Continued from page W-3

of home" in his luxurious Winnebego mobile home. His family enjoys year around vacationing and Lonnie doesn't spend time each week "gonng oome," although the Longmires maintain a permanent residence in Kansas City.

Other Word salesmen include Grady Basken (Kentucky, Tennessee, Illinois), Hugh Brown (Indiana and Illinois), Dick Erickson (Michigan and Ohio), Vernon Haas (Oregon, Idaho and Northern California), James High (Texas and Oklahoma), Cy Jackson (California, Arizona), Fred Johnson (The Dakotas, Minnesota, Wisconsin and Iowa), Doug McCarthy (Virginia, Delaware and D. C.), John Moore (Michgan and Ohio), Tom Ramsey (Alabama, Georgia and Florida), Ralph Severance (West Virginia and Pennsylvania), Robert Wood (Oklahoma, Louasiana, Arkansas and Mississippi), and Jay Reed (North and

(Continued on page W-9)



Doc Heatherley

Anita Bryant

• Continued from page W-4

In 1968 she was chosen to represent the Florida Citrus commission. Along with personal appearances, her duties include radio and television commercials.

The stage has found Anita essaying such roles as "Annie" in "Annie Get Your Gun" and "Maria" in "Sound of Music." She has also starred in "Guys and Dolls," "The Fantastiks," and "Do I Hear A Waltz."

A native of Oklahoma, Anita is the youngest woman ever named to the Oklahoma Hall of Fame. She is also the youngest American ever to receive the USO Silver Medallion Award. For her patriotic endeavors, Miss Bryant received the 1969 Freedom Leadership Award from Freedoms Foundation at Valley Forge.

Ray Hildebrand is new to Myrrh but not to Word. He has two albums on Word and now has his first with Myrrh — which can only be described as progressive country music. (blue-grass-country-rock-gospel) Ray first gained recognition with his record hit "Hey Paule" end has been e consistent performer since.

Canadian Market

• Continued from page W-3

growing by leaps and bounds. During the life of the company, it has moved five times due to shortage of space, and on November 1, 1972, will move into a new office complex which will double the size of its present facilities.

"We have found that gospel music is surging almost faster than we can handle it, a fact about which we are very excited," Scott exclaims. "This last year our company has shown profits which have almost doubled the profits of the past nine years. I think this indicates the true excitement that all of us feel in the religious music field."

Word Records Limited is actively engaged in signing Canadian gospel groups and deeply involved in promoting Canadian talent. The Canadian-owned corporation also handles the Canadian release of albums and tapes recorded by Word for the U.S. market.

30,000 Copyrights

• Continued from page W-3

ing 114 new publications last year. Ralph Carmichael's music publishing company, Lexicon Music, is marketed exclusively by Word.

With the acquisition of The Rodheaver Company in 1970, Word brought onto its roster more than 6,000 copyrights, making a total of 30,000 owned by the company. This represents an overwhelming majority of the most used, most loved songs in America, including such favorites as "The Old Rugged Cross," "Beyond the Sunset," "Brighten the Corner Where You Are" and "In the Garden."

Word's market is not limited to churches. School choirs and other organizations are turning more and more to its music publishing branch as Word leads the way in musical acquisition.

In the past seven months, "Sing 'N' Celebrate," has sold over 200,000 copies.

...on the LIGHT label

Andre Crouch and the Disciples

Lexicon/Light Composers And Artists

The name Ralph Carmichael is immediately identified with Lexicon Music and Light Records. But Carmichael has put together a growing group of talented composers (46) and artists (40) who write and perform. The variety they produce covers all religious musical tastes and appeals to every age group.

Jack Coleman has written two cantatas for Lexicon which have been featured on nationally televised primetime specials. "A City Of The King," a Christmas cantata, was video-taped with Johnny Mathis, Della Reese and Burl Ives with Richard and Patti Robertis last year. "The Centurion," an Easter cantata, featured Harve Presnell, Jane Powell and Peter Graves in April. The album, "The Centurion," was nominated for a Grammy by the National Academy of Recording Arts and Sciences. Coleman's latest work is for "junior choirs." "The Boy Who Caught The Fish."

Coleman was on public school music education in California for over 15 years. He co-authored "Music for Exceptional Children" used at Manringer Clinic and wrote a Choral Master Series for schools for Walt Disney Music Company. He was choral director for the King Family TV Shows and Oral Roberts' telecasts. He is currently Music Director of children's choirs at the First Baptist Church of Van Nuys.

"I Can Choose," one of ten great, new tunes heard on the album, "Have A Nice Day!" . . . A message-song package that packs a lot of wallop. It should, Composer Bobby Hamrock has been around Hollywood a long time.

As musical director at ABC, he conducted his own orchestra, has penned a library of exciting arrangements for many great shows including Ed Sullivan, Glen Campbell, Red Skelton and currently Johnny Mann's "Stand Up And Cheer".

Soon to be released is a new offering from Hammack with Tom Adair lyrics, "The First Seven Days." It's all about Creation, has potential as a Broadway show, with lots of songs people will go away humming.

Clark Gassman, busy studio musician, wrote a terrific group of children's songs for the Lexicon/Light book and LP package called "Step Into The Sunshine." The album features 40 kids singing all at once that call themselves Sunshine (ages 8-12). Jumors no longer have to listen to their teenage brothers and sisters singin' all the fun songs—now they've got their own thing going.

Newest from Gassman is his folk-rock mass, "In Christ There Is No East Or West," an inventive mix of traditional and contemporary composition based on the formal liturgy of the church featuring a "triple choir" (adults teens-children). This work is attracting attention from the educational field.

Gassman has also recorded the first Moog LP ever released to the religious market. The album is called "Electric Symphony" and features Lexicon copyrights, naturally!

Jimmy and Carol Owens' newest musical, "Come Together," was written for church folk and is a musical experience in praise and worship of God and love for your fellow man. The album features Pat Boone and includes audience participation sing-alongs.

Owens also has an easy-listening orchestral LP on the Light label, "Jimmy Owens Conducts" . . . all Jimmy Owens' tunes of course—

Flo Price, composer-singer, has a new album, "Back Home," featuring all of her own songs. Ken Anderson Films is now negotiating with Lexicon/Light to use all ten tracks from the album as the music score for their new film called, what else—"Back Home." The film would star Flo Price.

Kurt Kaiser's songs such as "Pass It On, It's Our World" and "Moment of Truth" are known and sung literally around the world. The Kaiser/

(Continued on page W-12)

LEXICON/LIGHT Expands In Publishing

A weekly IBM print-out of sales increasing from 6 to 136 pages in less than five years shows the growth of Lexicon Music, Inc., music publishers and record company.

Lexicon/Light was started in 1968 by Ralph Carmichael and Jarrell McCracken. The idea was for Carmichael to handle production and McCracken to handle distribution (through Word Incorporated, of which he is President).

Under Lexicon President Ralph Carmichael's direction, it pioneered massage music for a new generation that was turning deaf ears to traditional religious musical forms. It has branched out, supplying needs for all ages to a wide variety of tastes including traditional and contemporary.

A look at their catalog indicates Lexicon has 548 products (60 book and album packages alone), holds over 500 copyrights and has granted over 2800 mechanical licenses.

Though Lexicon's work schedule is legendary, he readily admits that the volume of material released by the company is strictly a team effort. He has put together a group of 46 composers and has 40 artists under contract.

The Lexicon office hums with activity. Two staffers, Director of Publications, Carl Tuttle, and Director, Lillian Merrill, have been with Lexicon since its inception.

Seal heads the Editorial Department and is in charge of each book and album production from beginning to end. A native Californian, Seal's experience before coming to Lexicon (Creative talent-arranging, recording, administrative work, editing, proofing) prepared him for the myriad complexities that the publisher of albums or books in various stages of production and publication.

Lillian Merrill keeps all the wires uncrossed, according to her employer, which speaks highly of her efficiency in an office where things continuously coming and going. Another staff member, Nancy Tollack, keeps track of songwriter's contracts and permissions.

In charge of a&r is Bill Cole, who logged 1500 hours in the control booth during the past year. Cole, who stays active in industry affairs is National Vice President of AFTRA and immediate past National Treasurer of NARAS and still serves on their National Finance Committee.

Newest staff member, Mike Trout, former Los Angeles disc jockey, handles the radio tapes for the Ralph Carmichael Radio Specials, now heard in some 350 markets.

Products produced by Lexicon and Light include albums, books, sheet music, octavos, tapes, cassettes and related items such as bulletin inserts, lyric sheets, posters, buttons and publicity packets for their musicals. When asked about the prolific output of work, one staffer explained, "Our phones are unlisted and we don't get a lunch hour."

Carmichael says, "Every album we release turns into a music book, not only containing the same songs as recorded on the LP, but featuring the same arrangements note for note. When there is a variation from this claim, we get flak! The converse is also true. For every book we publish we go into the studio and produce an album—Man we have made some of the most expensive demos in history!"

First to publish musicals in book and album packages, Lexicon has instrumental arrangements for the musicals available but will not furnish background tapes even though they have frequent requests. Says Carmichael gives three reasons:

1) Singing to a background tape makes for a plastic performance.

2) We want your drummers, guitarists and Fender players to get involved. If you play a tape, they would not be needed.

3) Background tapes called "half masters" are illegal. (See A F of M code).

Word Incorporated, Waco, Texas, is the sole distributor of Lexicon/Light products. The West Coast staff concentrates on production while the Texas staff concentrates on sales. Their admiration for each other is probably due to the $4 million gross sales reported for last year.

America's Number One Soul Group

To the millions of fans who know The Disciples, this is a fact. Thousands more each month are learning that The Disciples are far out in front—in "Jesus Music." In the past three decades very few groups have possessed the qualities that keep The Disciples together. Their music is soul and the sound is today. No other gospel group attracts young people like The Disciples.

In 1970 their single release of "Christian People" hit many of charts across the nation. The Disciples have the ability to bridge the gap between gospel and rock. Recently they appeared on "The Tonight Show" and plan to do other talk shows. The strongest element that keeps The Disciples together is their dedication—God. They know where they're going, and they know Who's directing them, and are aware that their every step they must reach out to the needs of mankind. The Disciples do not sing songs because they're popular or because they have a good beat. Every song is chosen because it meets a need.

The guiding genius behind The Disciples is Andrae Crouch, composer, arranger, producer. Crouch started as a young man with a unique rapport with audiences. His great composi-

(Continued on page W-14)

Lexicon Music: Carmichael's Baby

Among the other attributes Ralph Carmichael has is his sense of humor. He'll tell you he became involved in music while studying for the ministry, and that it all came about because he was flunking Greek and Hebrew—so they made him the choir director.

If the story is genuine, it's probably the best thing that ever happened at the Southern California Bible College. The world may have been deprived of a minister, but it gained one of the greatest musical geniuses it has ever known.

Little did Ralph Carmichael know when he (with Jarrell McCracken) founded Lexicon Music in 1967, that even the name would be prophetic. The publishing he has done since that time would form a catalog rivaling a dictionary. And that, of course, is only part of the story.

The first and only artist at the beginning was Carmichael. Lexicon formed the Light Label to exhibit his talents. Now the roster of Lexicon-Light includes 46 artists, 40 composers, and some 500 songs in the catalog. Still this is only a minute part of the story, so we'll go back to the beginning.

Born in Quincy, Ill., where his father was a preacher, Carmichael and the family moved at an early age to North Dakota, and then on to Northern California. The musically endowed youngster, at the age of 17, left for college in Southern California, where he eventually took over the choir.

He wrote, arranged and produced a good many songs, but was having less than phenomenal luck with other publishers. Since almost nothing was happening, he wanted to find out why.

So he started Lexicon. It was pretty much a one-man company for the first year or so, then everyone involved realized that it, and Light, had to grow. The idea stemmed at least in part from the fact that people were writing in for copies of Carmichael's various arrangements. As aresult of the growth, everything that is recorded now is published, and everything that is published is now recorded. And this covers many areas.

Consider some of the ancillary and companion piece merchandising. From the album cover comes the book cover, and also the cassette one. An LP which sells 50,000 for example, will most certainly sell 250,000 books.

The enormity of the operation is staggering. Carmichael recalls that, in

(Continued on page W-14)

Ralph Carmichael Radio Specials

Chatty conversations, candor, and new songs make the lively half-hour listening when Ralph Carmichael interviews Light artists on the Ralph Carmichael Radio Specials, broadcast once each month over 350 stations, the programs are taped in Carmichael's own living room.

The Specials were born last year when Los Angeles DJ, Mike Trout, interviewed Carmichael to talk about Lexicon's new cantata, THE CENTURION. The 90 minute, one-hour interview brought great phone call and letter response and the decision was made to base a series of 30 minute interviews with various artists.

Casual, but informative, Ralph Carmichael Radio Specials first aired in September '71 as Carmichael chatted with artist-composer Andrae Crouch. The show has a never-ending source of personalities . . . drawing on the new releases of the entire roster of Lexicon/Light artists and composers. The tapes are supplied free to participating stations, with two 60-second breaks for local sponsors.

In May, Trout gave up DJ-ing and now devotes full time to taping, editing and generally keeping up with 350-and-growing radio stations across the country.

Mike says, "It's a plum pie for the stations. The show has a built-in sponsor potential. Who wouldn't like local dealer carrying Lexicon/Light products!"

ADVERTISEMENT

Ron Salsbury's J.C. Power Outlet

The LeFevres: gospel pioneers

Sue Raney

The Lewis Family: bluegrass gospel

Gospel Rock Alive And Moving

Ron Salsbury and the J.C. (Jesus Christ) Power Outlet is one of the top gospel-rock groups in California. During the months they have been together, they have performed throughout the West Coast at concerts, churches, parks, coffee houses, high school assemblies, hospitals, college free speech areas, state convention and Jesus Festivals.

Their album entitled "Ron Salsbury and the J.C. Power Outlet" has been released on the Myrrh label.

Two years ago Ron quit his former rock group which after five years of hard work had reached some respectable degrees of success. "I guess I just got tired of singing songs that offered nothing to people who had nothing." So Ron set out to start a gospel rock group that was really "rock" and yet truly gospel.

Ron asked Greg Prough, of Sun Valley, California, a talented bass player and singer who has played piano since he was five, to join him. Two months later Rick Frye, and excellent young drummer from Pasadena, California, joined. John Pantano, an exceptional lead guitarist and singer, born in Palermo, Italy, became the fourth member of the group.

The Lewis Family

When you SAY "Bluegrass" you think Lewis Family. This rare group of artists is perhaps one of the most anxious to please its profession. Their country gospel style, coupled with the varied instruments and musical arrangements, make them extremely popular in Bluegrass circles. There is a true blood relation family with father, two sons and three daughters who create the Lewis phenomenon.

There is no devotion to be compared to that of a gospel music follower, and fans will travel hundreds of miles just to listen to this attractive group. They are booked into many of the major gospel concerts and Bluegrass festivals and the fans gather to listen and snap up the albums from the record tables over which Mom Lewis presides. Their recordings are recognized as among the most imaginative and varied in the industry and fans believe that nobody can play a five string banjo like Little Roy Lewis as he unwinds with boundless energy and ability.

These sensational musicians from Lincolnton, Ga., have visited the nation's major cities and hamlets for well over fifteen years playing to appreciative audiences each time. Their homespun Georgia accents and humility are outstanding in the gospel field. No bluegrass festival is complete until The Lewis Family arrives! Their TV show over Station WJBF, Augusta, Georgia has had a most successful and continuous run for nearly 20 years. The Lewis Family Fan Club is an active, growing organization and The Family appreciates the faithful members who follow their schedules closely then travel to meet them at their concerts.

It's country gospel, bluegrass, spirituals and new gospel songs; beautifully presented, The Lewis Family style.

The Lefevres

It takes a mountain of talent, ability and dedication to be privileged to celebrate a golden anniversary in gospel music! The LeFevres are true pioneers in the field. They have a long record of successes and awards and their roots go deep into the history of gospel music. The LeFevres have seen gospel music grow from meager, unrecognized beginnings to an extensive ministry today. For this, gospel music owes them a great tribute.

Their latest recording on the Canaan label is entitled "New Sounds of the LeFevres" featuring the exciting new talent of Ron Daley and Barbara Hodge.

Urias and Alphus LeFevres are two of the original members who are still active with the talented group. They have helped develop gospel music as we know it today. Eva Mae, wife and mother, has also made this music her vocation, guiding member of the LeFevre family into a unique lifestyle.

Live radio, television and personal concerts have been enhanced by these greats in gospel music history for they have showcased the finest in spiritual singing and living. Their recording studio in Atlanta is one of the best in the nation with the very latest equipment installed for quality recording and engineering.

The LeFevres have a creative instinct for gospel music which attracts a wide spectrum of consumers. Their record sales are brisk as fans know The LeFevres "have it all together;" experience, ability, dedication and expertise in the recording field.

Sue Raney Moves Into Song Writing

It isn't very often that a songstress is provided with the opportunity of creating her own music and lyrics much less the chance to vocally interpret the results.

But that's exactly what happened to Sue Raney with Light Records. The talented singer had written a couple of inspirational songs that reflected her own feelings but felt that their content and style lay somewhere beyond her genre as a traditional jazz performer.

Enter Ralph Carmichael, an old friend of previous recording ventures, and his Light Record label. He liked what he heard, wanted more, and gave Sue the green light to pen a complete album.

The result is "Sue Raney's People Tree," a unique album that not only spans the generation gap, but also is a standout surprise as a jazz offering. Not to mention, of course, its broad appeal to the ever-swelling Jesus, religious, gospel, soft soul or whatever-movement you want to call it trend that has swept the music scene.

These songs, inspired by Biblical passages, are original poems set to music that dovetail with the joys of life, that each is one and not more nor less human, and all share a common bond of life; the very taproot of existence.

Like sunlight through stained glass, these compositions range far beyond mere description. They bounce and move with vigor and vitality, are often punctuated with tha sorrows that are part of life, yet reflect a compelling grace and dignity, are humble and above all thankful.

As the Dayton Daily News reviewer observed, "Her latest album is a real turnabout . . . is replete with poetic titles and haunting lyrics . . . with consummata taste, amotion, and even some passion. This is good music done simplisticaly."

This magazine stated: " . . . the meaningful, positive thinking, well done material takes on a pop-religious feel that offers wide programming and sales appeal. In top vocal form and well assisted by arranger Ralph Carmichael and the production of Lee Gillette, the title tune (Jesus People Tree) as well as Gloryland and One Way are among the standouts. Much thought and care here."

While Howard Lucraft of Variety said, " . . . all these Burt Bacharach-style tunes . . . on this exciting LP. Voice, quality, diction, arrangements (by Ralph Carmichael), supporting vocal groups, recording are outstanding. Music is entertaining—it really romps. Album is a winner."

With this kind of generous critical acclaim for her first writing efforts, what would Sue's advice be to other singer-composer-lyricists who would seek to put all their talents in one direction?

The advice is simple. "Write about what you know best, what you feel best, within a musical framework with which you are at ease," Sue explains.

(Continued on page W-14)

Jesus Music

* record, $5.98 □ stereo 8, $6.95 • Cassette, $6.95

Free Divider Card with Pinnack containing 50 words—includes 4 of LS-5505 and 3 each of other titles.

Heatherley

• Continued from page W-8

South Carolina).

Word salesmen are expected to and do a lot more than sell. They are chosen for their experience and are further trained in helping their retailers order, display and promote merchandise. In turn, they are supported by the home office marketing, advertising, sales promotion and public relations experts who are in perpetual motion developing new ideas and merchandising materials to help the retailers move their products.

Last fall Word instituted a new telephone marketing department to aid in the areas of research, service, and sales. It resulted in over $300,000 in sales the first six months and now services approximately 800 dealers and 100 distributors each month.

Company executives feel it is a sales medium to be used extensively in the future because of the convenience to dealers and the trade. Four full time telephone representatives keep stores informed of artist and author itineraries so they will be aware of appearances in their area and have the appropriate records and books in stock.

Word has a sales subsidiary in Canada—Word Records of Canada. This firm is the exclusive distributor of Word's products throughout Canada. Located in Vancouver, the Canadian subsidiary is headed by Gerry Scott.

European sales are channeled through the London-headquartered subsidiary, Word (U.K.), Ltd. Word also has sales affiliates in Australia, New Zealand and South Africa.

The Florida Boys

• *Continued from page W-6*

dustry for they are a standard, deeply respected quartet. They are solid, stable family men and fans admire their stage performances and off-stage friendliness. They enjoy steady repeat sales of their many albums for faithful fans collect each and every new release. Canaan is proud The Florida Boys are on its label. In fact, The Florida Boys were the very first group to sign with Canaan and it has been a very meaningful and productive relationship ever since.

Blue Ridge Quartet

The Blue Ridge Quartet is definitely "On the Move." Their newest album on Canaan label is in answer to the public demands of literally thousands who crowd almost every night into the concet halls to listen and enjoy this hard working group from Spartanburg, South Carolina.

Great flexibility is a facet of their success for the group is fairly bulging with talent. It's really THERE for the fans when The Blue Ridge Quartet perform and the tumultuous applause is a tribute to their artistry. Featured at conventions, fairs, TV, radio and live concerts, the house is packed by fans from miles away to hear this unforgettable group.

These musicians are proud that group member LaVerne Tripp has given them such great songs as "I KNOW," "That Day is Almost Here" and "After Calvery," each a winner in it's own right. These songs appear on the top gospel charts across the nation. Burl Strevel manages the group and successfully writes some winners.

There is a vast market for their excellent records for they have assembled an outstanding array of blue ribbon albums for the fan's selection. Proof of this can be found in the soaring sales this group enjoys. Fusing talent, material, production and expertise they offer the finest in gospel music on the Canaan label.

Sellout crowds attest to the truth that gospel is the greatest music in the world. The Blue Ridge Quartet sing with every fibre of their beings; they are grateful to be a part in the surging growth of gospel music. At the National Quartet Convention in Nashville this year, the Blue Ridge Quartet was one of the featured groups entertaining.

The Blue Ridge Quartet

Wendy Bagwell and the Sunliters

Wendy Bagwell & The Sunliters

Things just 'natcherly HAPPEN to Wendy, Jerri and Jan. Most entertainers encounter peculiar and sometimes hilarious situations but these three seem to ATTRACT them in their international travels. Wendy Bagwell and the Sunliters have amassed enough hilarious situations to fill a book. And Wendy is at his charming best when he spins his yarns bout these situations; he is a story teller of stature.

The real coup for Wendy was his "Here Come The Rattlesnakes" number which climbed to # 7 on the country charts and stayed on the charts for eight months. "This, That and The Other," containing this comic rattlesnake story, zoomed to national recognition enjoying the reputation of being the largest selling record album Canaan has ever produced. It's radio coverage across the nation was phenomenal. The record firmly entrenched, for all time, Wendy's reputation as a story teller. He was presented an award by Record World for this album which he prizes highly.

Jerri and Jan, the beautiful and talented musicians and vocalists of the group, are often the topics of Wendy's stories. His stories tell about wigs and snails, paw paws and snakes, old friends and Georgia pines, childhood and flying capes. Bagwell albums are always popular and the trio answer many requests at their concerts. In fact, their latest album on the Canaan label bears the title "By Your Request" it's chock full of hits by Wendy and the girls.

There is beauty in their gospel music and magic in Wendy's stories that keep fans entertained. His flair for a good story is uncanny and his ability to tell it is unequaled.

Wendy, Jerri and Jan entertained fans at the National Quartet Convention with even more of their charming wit and style.

The Inspirations

The Inspirations

Doing their "own thing," and doing it beautifully, is the group of young artists known as The Inspirations. Recognized as one of the most talented and well-liked groups of young stars in the gospel field, they have received widespread ovations wherever they appear. The Inspirations were organized in 1964 in Bryson City, North Carolina by their school teacher Martin Cook. He recognised their talent and scheduled their part-time performances. In 1969 Cook left his job to manage them and now "makes them tick." These young men agreed that their aim in life was to be an inspiration to all and under the direction of Martin Cook they have done just that.

Enthusiasm and dedication comes across the footlights for they appeal to all of artists—exciting to both hear and see. Their latest albums on the Canaan label are, "Old Time Singin' " and "Wake Up In Glory" and sales are soaring. There's flair and imagination in these contemporary Christians for they create music for enrichment as well as simply pleasure.

At the National Quartet Convention in Nashville, Tennessee, fans once more had a chance to meet The Inspirations. They were awarded Singing News Awards this year—Favorite Gospel Singing Group. These outstanding achievements were voted for by their many fans and therefore hold real meaning for this great group.

With Sand in Their Shoes And a Song in Their Hearts...

THE FLORIDA BOYS

Salute

CANAAN RECORDS

Outstanding in Promotion

Loyal in Friendship

The Thrasher Brothers

"America Sings" is the newest album from the fantastic Thrasher Brothers. Recorded on the Canaan label, it features the best in new and old gospel songs.

Everywhere the group performs it is the same—the emcee attempts to commend them, but the flattery of words and the eloquence of rhetoric are lost in thunderous applause. The building suffers tremors, mikes of steel vibrate under the impact.

The emcee calls for order, but order can only be restored by those who have created chaos from sheer musical ecstacy. Many crowds have remained seated, their hands red from their expression of appreciation, but on the contrary, the generators of happy pandemonium have had so many standing ovations since they burst upon the scene, until it appears to have been written in the program. Not one time, or two—not one town, or two, but again and again like successive waves.

To paraphrase Shakespeare, "There comes to every troupe the crest of the wave, it is up to them to catch it and ride." Joe, Buddy, John, Jim, and Randy have clasped the elusive crest with an iron grip, and "Those Singing Americans." The Thrasher Brothers, have cinched their saddle to the top and, like their earlier Canaan release, are "Rid'n High."

The vinyl of albums and the 25 inches of television screen do not do them justice. One must be caught under the impact of their personal exuberance and vivaciousness in concert. They literally pour themselves out. They hold nothing in reserve and give of themselves unrelentingly.

The Thrasher Brothers

The Lundstrom Team

Where things happen, you'll find The Lundstroms of Sisseton, South Dakota! Lowell and Connie Lundstrom together with brother Larry and Gloria Lundstrom compose the team as they travel extensively in Crusades in the United States and Canada year after year. For them gospel music is a way of life. The impact is real and vital. Their exposure to gospel fans gives them extensive coverage, wherever they go through hundreds of radio stations, television shows and personal appearances.

Phenomenal success has followed The Lundstroms from the time they left night club entertaining in 1957 until today when they perform almost nightly to crowds of three to four thousand people. Contemporary artists, committed to the gospel field, they strongly believe that gospel music can reach people who never enter a church. With an uptempo style and sound, The Lundstroms draw people to their concerts; eager audiences become acutely hungry for their messages in song.

Offering a varied group of albums, they invite audiences to see and hear their numerous Canaan albums—the latest entitled "I'M LOOKING FOR THAT DAY."

The Hemphills

The Singing Hemphills

"Remarkably dedicated and talented artists" best describes The Singing Hemphills! Gospel fans love their young, eager and ever smiling faces; love their enthusiasm and loyalty—and appreciate their ability to entertain. Appreciative fans repeatedly purchase their Canaan albums.

Gospel music, clearly established in the mainstream and lifeblood of music lovers, is their very life and mission as they travel widely. Gospel music is becoming increasingly popular and these young minsters of music are an impressive part of it all.

Joel and LaBreeska Hemphill, together with Tim and Dixie McKeithen, love to sing time honored gospel songs and are impressively received by their audience—and just as warmly by other performers. This remarkable group is capably managed by Joel Hemphill, a great talent in the song writing profession. Many highly respected artists perform and record his dynamic compositions. Salvation is the message and The Singing Hemphills are ever ready to present it through their beloved gospel music. These Canaan artists are happy to be part of the tremendous growth of gospel music.

The Lundstroms

Cathedral Quartet

Cathedral Quartet

Pure, unadulterated living gospel! That is "where it's at," musically when The Cathedral Quartet of Akron, Ohio step up to the microphones. An easy listening style of music is distinctively theirs and highly recommended to those fans searching for good gospel music with a dynamic message.

George Younce is a prolific and highly respected song writer for the group that Glen Payne manages. "Welcome To Our World" is the title of their newest Canaan album. Great performers that they are, they find themselves in the limelight of all-night singings, concerts, festivals and county fairs. For The Cathedrals, gospel music is a totally enveloping mission and their deep commitment makes them distinguished and highly respected artists by their fellow gospel groups. Their Cannan albums contain many facets of interest and are highly coveted by their listeners. Cathedral albums are versatile in content and style for the group is exceptionally selective.

The Cathedrals performed for gospel fans assembled from far and wide at the National Quartet Convention in Nashville this past week.

THE BLUE RIDGE QUARTET

enjoys the fellowship of music they share with

CANAAN RECORDS

Canaan RECORDS

Gospel Music, a universal language . . . Canaan Records, a dedicated voice

Jimmy and Carol Owens

Lexicon/Light

• Continued from page W-7

Charmichael folk musicals, "Tell It like It Is" and "Natural High," have produced record-breaking sales for Lexicon/Light.

New Vibrations, enjoying wide reception on college campuses, was written by Tedd Smith, a long-time member of Billy Graham's staff. His latest musical, "Requiem for a Nobody," is being considered as a prime-time TV special to be aired Summer of '73.

A young composer that has done a lot of albums is Paul Johnson. His latest on Light, "Paul Johnson and the Sure Foundation," features all his own compositions.

Among other composers and artists at Lexicon/Light are the likes of Andrae Crouch, Carol Carmichael and Sue Raney . . . all of them recording their own original material in their own very special style . . . each project turning into an album and a book so that people can sing along with the artist and song of their choice.

Lexicon/Light is providing a platform for the young singer/composer. While you can hear Byron Spradlin on his own Light album, "Edge of Drifting," you'll usually find him in person sitting on the steps of some college playing his guitar. He'll be singing original message songs and there will be a crowd of kids gathered around.

Jim Valley, formerly lead singer with Paul Revere and the Raiders, is now doing his thing up in the Pacific Northwest, singing mostly Jesus music from his own list of compositions. His recent Light LP, "Family," shows the delicate sensitivity of this communicator.

"Anti-Blues" by Delvin Ford, another talented singer/guitarist offers folk ballads with a power packed message. Ford, a church singer and youth director, gets it on with kids.

Several groups you'll see featured on the Light label can be found all over the world most anytime. They are touring singing groups ranging in number from 4 to 150.

The Continentals, started by Cam Floria, are five college-age groups of around 30 each that take off in different directions around the world each summer. The day after school ends they all head for Los Angeles to rehearse before tours. "Look Inside" and "It's Getting Late," a musical based on the book "The Late Great Planet Earth," are two of their latest albums.

New Hope, who are from the Continental organization, tour year round in schools and churches. Their latest album, "Godofalliofus," makes some strong statements about love, loneliness, confusion and credibility.

A new group from the Continental organization to watch for is The Jeremiah People. They use dramatic skits and songs to put their message across and will have a new release in November.

The Living Sound is a group of talented singers from different parts of the country who met at Oral Roberts University. They have traveled around the world, giving concerts in auditoriums, churches and schools. Their director, Larry Dalton, has penned three albums for them on Light.

Two all-family singing groups are among Light artists. The Brooks' (brother and sisters) new album is "Moving with the Brooks." A family group with their own family sound that travels around the country is The McCrary. Catch them on "Sunshine Day."

Probably the choir with the most exposure in the world today is the World Actions Singers from Oral Roberts University. Featured weekly on national television and four prime-time specials yearly, these kids are all students who must maintain their grade average to stay in the group. Their vacations? Work! rehearsals, taping and recording. Music from the telecasts is recorded for their albums. Try "Love Is."

Every religious catalog needs some large choirs. . . . Light's got 'em. The 130-voice Amen choir of the First Baptist Church of Van Nuys, California, recorded an album, "Amen," that hit the charts for several weeks. Their director, John Gustafson, is not the least bit afraid of experimenting in the interest of keeping church music relevant.

Two images of Paul Johnson

Bill Cole

You'll find the King Family on "Christmas with the King Family" and "Sunday with the King Family" featuring all the different groups within the King Family.

Another large group on Light is the Ralph Carmichael Chorale. You can hear them on their newest, "Sunday A.M." They are all studio singers who have worked with Mr. Carmichael through the years.

If that isn't enough variety for you, try one of the Lexicon/Light artists with unique talents and broad appeal.

Thurl Ravenscroft has become a legend in his own time. You've heard his voice on radio broadcasts, records, in choral groups, film scores and commercials ("Tony the Tiger"). Carmichael calls him the granddaddy of all the basses. He has done many of the Disney voices at Disneyland and Disneyworld and is called "Pappy" by the Johnny Mann singers. His Light album combines stirring narration and

Those Singing Americans ★ THE THRASHER BROTHERS

MORE EXCITING THAN EVER!

•

INSPIRING!

We'll Be Heading Your Way Soon

Watch TV's "America Sings"

Booking:
DON LIGHT TALENT INC.
Nashville, Tenn.

Canaan RECORDS

Waco, Texas 76703

Jim Joe Tommy Goldie Buddy John Randy

beautiful songs, "Ravenscroft Presents Great Hymns in Story and Song. (Music book of arrangements also available).

"Bill Cole's Right Now" is his first solo album for Light, but he's been singing since he was four years old. His bell tone tenor has appeared on most of the Carmichael choir albums through the years. Cole has been singing professionally for over 25 years, starting his professional career in the Chicago area, but he now calls California home. Listed among his credits are some of the Disney voices, and he has sung on most of the network musical variety shows as well as serving as choral director for Andrae Previn, Andy Williams, Lorne Greene and others. He has been a part of Norman Luboff and Johnny Mann choral groups. Now he is head of A&R for Light Records.

Cliff Richard, top British rock star, is another Light artist heard on "Two a Penny" and "His Land."

Anne Criswell Jackson has appeared as soloist on radio and nationwide TV. Carmichael says, "She sings like her daddy preaches. (Dr. W. A. Criswell of First Baptist Church of Dallas). She's got the most gorgeous legit voice I've ever heard. If you want to check it out, her album is called "All My Life."

Those are just some composers and artists from the catalog of Lexicon/Light pointing up the company's claim of variety and versatility in their attempt to make music for all tastes and ages.

Speaking of variety—there is one other artist featured on Light that is loved by millions. "Jimmy Durant's Songs for Sunday" shows that a man with the gift of moving people through laughter can also move people on a deeper plane. Whether the tempo is up or down, the sincerity of the man called Durante comes through loud and clear.

Cliff Richard

Richard, Patti Roberts: Singers

The meteoric rise of gospel singer Richard Roberts is easily explained when one realizes he is seen by 30 million on the quarterly Oral Roberts TV Specials . . . and by more millions weekly on the "Oral Roberts Presents" syndicated on 261 stations. Add to this a weekly radio program and the fact that he, with his wife Patti, has recorded 14 albums on the Light label and you have an honest-to-goodness success story.

With a warm, compelling vocal style, Roberts radiates an excitement about performing that not only comes from the new buoyancy of national popularity . . . but also as a reward for some years of hard work.

The son of Oral Roberts, Richard inherited a well-known name from his

(Continued on page W-14)

Patti and Richard Roberts

The Brooks

The McCrary

Wendy Bagwell and the Sunliters say

"It's a fact with our hands up! Canaan Records is No. 1 in gospel music recording."

The proof is in the pudding:

BY YOUR REQUEST
*CAS-9716 CS-9716 *CC-9716

YOU WON'T BELIEVE THIS
*CAS-9699 CS-9699 *CC-9699

THE OLD CAJER BAGWELL PLACE
*CAS-9689 *CC-9689

THIS, THAT & THE OTHER
*CAS-9679 CS-9679

TALK ABOUT THE GOOD TIMES
*CAS-9676 *3-9676

Canaan RECORDS

Booking:
DON LIGHT TALENT INC.
Nashville, Tenn.

THE LEWIS FAMILY

THANKS MARVIN NORCROSS &

Canaan RECORDS

For 3 fabulous, fun-filled years!
(and for the next 3 to come.)

Have some Lewis bluegrass gospel on any of these fine albums:

JUST US
*CAS-9720 CS-9720 *CC-9720

BEST BY A COUNTRY MILE
*CAS-9709 CS-9709

THE COLORFUL LEWIS FAMILY . . . BEAUTIFUL
*CAS-9700 CS-9700 *CC-9700

LEWIS COUNTRY
*CAS-9690 CS-9690 *CC-9690

THE LEWIS FAMILY SING IN GOSPEL COUNTRY
*CAS-9676 CS-9676 *CC-9676

*, record, $5.98 CS, stereo 8, $6.95
*, cassette, $6.95

CANAAN RECORDS, WACO, TEXAS 76703

CALIFORNIA GOSPEL ENTERPRISES
THE PLACE TO CALL FOR FESTIVAL AND "JESUS MUSIC"!

14530 Roscoe Boulevard, Suite 3,
Panorama City, Ca. 91402 / (213) 894-9146
Bill Murray, Director

ADVERTISEMENT

...icon Music: Carmichael's Baby

• Continued from page W-7

1967, accounts receivable for the first month of operation amounted to about $34. Now they amount to some $188,000 a month wholesale.

The product now goes to about 5,000 dealers (Word does the distributing) and about 1,000 more dealers a year are being "converted," that is, the secular stores are now accepting the basically religious product. The response from young people has accounted for this, for the most part. While the corporation is registered in Waco as a Texas firm, all of the production is done on the West Coast. Carmichael and his people use three or four studios, and his house has been turned into a sort of workshop for copysts, arrangers, and others.

Still one does not begin to grasp the complete enormity of the operation. Carmichael does all of the music for the Oral Roberts weekly television shows and his four specials a year. He has done the Billy Graham film scores since 1952. In the non-religious field he has done music (conducting and arranging) for specials with Peggy Lee, Barbara McNair, Duke Ellington, Debbie Reynolds, the King Family. He also wrote these scores.

He has had his music in more than 300 albums in the pop field, including those of Nat King Cole, Jack Jones, Roger Williams and Ike Isley. He arranged and conducted the gold record of Williams' "Born Free." He has had four Grammy nominations. For nine of the past 10 years he has handled the music, in all phases, of the big Debbie Reynolds' Thalians show in the Los Angeles area.

Carmichael, who conducts most of the Light sassions, is himself the backbone of the Lexicon catalog. Some 200 of the 500 copyrights in the company belong to him, and he has 60 film scores.

But the biggest single package Carmichael has done along with colleague Kurt Kaiser is "Tell It Like It is," which he says started out as a "fun thing."

It is, first of all, a folk musical. Written in its entirety for local groups, it debuted at Baylor University in Waco, and really took off from there. There is no telling how many times it has been performed, with Lexicon providing all of the books. In Denton, Texas, one minister of music reports that his choral groups performed it 108 times, and was looking for something else. So Carmichael and Kaiser wrote something else, but in the meantime, "Tell It Like It Is" was presented everywhere from campuses to shopping centers. It even became a NBC television special, with the Baylor choir. His next such affort, "Natural High," went the same way.

Next, Carmichael took his great song, "He's Everything To Me," and put it in a small paper-back book with 53 other selections, and sold it for 50 cents. 600,000 of them were swept up by churches and choral groups across the nation. So he put out the next one, a larger book, titled "He's Everything To Me and 103," and sold it for a dollar. They now come off the press in 100,000 lots. Next will be "He's Everything To Me Plus 153" in hard back for church congregations, melody and lyric, with an even larger book for the piano accompanist.

Some 450 choir directors from all over the nation paid their own expenses to visit Waco and see performances of Lexicon Publications. Another workshop, replete with packets, albums and songbooks, brought 1,000 choir directors to the Greater Los Angeles Sunday School Convention, climaxed with a presentation of two Lexicon musicals attracting an audience of 5,000.

Sue Raney

• Continued from page W-9

"To me," she continues, "the Bible is endlessly fascinating and truly inspirational and contemporary gospel has proved to be an artistic explosion. The hymnal has been taken out of the rigid confines of the church by youth and individual and re-interpreted with their boundless energy, spirit and refreshing candor. It has extended the horizon of creativity and provided the artist with unlimited scope.

She also notes that contemporary gospel has astonished audiences in a most positive way, garnering overwhelming acceptance by the widest age group in musical history. It has broken barriers. The same song is likely to be played on gospel, rock, or middle-of-the-road stations.

"Young people are turning on to religion their own way," Sue says, adding that, "I wrote the lyrics of 'One Way' with them in mind—with upbeat music conveying the concept that Jesus can take away all the sad feeling you've got, lifting you higher and higher, give you direction, remove imperfection, take this one day to make it one way."

Sue points out that it's really too early to tell what the over-all public reaction of "Sue Raney's People Tree" will be. "The contemporaries of my teenage sistar found the lyrics and tempos and underlying themes to be 'in their bag,' so to speak, and were highly enthusiastic in their approval."

"And the people of my generation were just as enthusiastic but in a different way. For them, the lyrics had a greater intensity and spirit. They welcomed the fuller orchestration and backing by the various vocal groups.

"Even people beyond my generation found the selections satisfying, but for yet other reasons. Many said that through this record they could see what the religious youth movement is all about and felt a rapprochement with the spirituality that some had lost sight of," Sue concludes.

America's # One Soul Group

• Continued from page W-13

Boone, Johnny Cash, Jimmy Durante, and Dave Wilkerson. They have recorded five albums for Light Records, one of which is an unbelievable live performance at Carnegie Hall, soon to be released.

Other stops on The Disciples' tours included the Los Angeles Greek Theater, the Harrisburg, Pennsylvania, Farm Show, two nights on national television from Explo '72, tha Kentucky State Fair, the Nebraska State Fair and many colleges and university dates.

Unity is an important factor in keeping a group together. The Disciples individually feel it's their own personal ministry.

Perry Morgan and Billy Thedford have been in the group from the beginning six years ago. Sandra Crouch, Andrae's twin sister, joined in 1970. Augmenting The Disciples is a powerful band called Son Light, four outstanding musicians from Oklahoma City, (with their own LP soon to be released on Light).

Richard, Patti Roberts: Singers

• Continued from page W-13

father, but his success as a recording artist, concert soloist and television personality is exclusively his own.

As a teenager he starred in a pair of musicals and later spent a year in summer stock at Kansas City's Starlight Theater. Today he spends four months every year in Hollywood working in the Oral Roberts weekly shows and the innovative quarterly Specials. He has completed more than 200 weekly programs as a regular soloist and has guest starred with top performers in 14 Specials.

The newest step in Richard's career is his appearance with his wife Patti

Carol Carmichael Debuts on Disks

Mr. Carmichael's little girl, Carol, isn't little any more. First a stint with The Back Porch Majority, then a season of trouping around over the world with The New Christy Minstrels, than on to the Kirby Stone Company, and finally home again to L.A. for her 21st birthday and a shot at writing her own songs and recording her own LP's for Light Records.

Her second LP, just released on the Light label, called "Carol Carmichael Songbook," is absolutely her own thing from cover to groove. According to her pappa, she designed the jacket, composed the songs, wrote the arrangaments, angaged tha studio, hired the band, and produced tha sessions. "She didn't even let ma mix it down." With a third LP in the can and material written for a fourth, "I can hardly keep up with her."

and an entire musical troupe in the new Richard and Patti Roberts Concerts. Thasa liva parformancas throughout the United States are produced and booked by Stitt Coombs Evans, Inc. The show also features The McCrary, an explosive new black gospel group, and includes on-stage musicians and choreographed songs, all of which make it nothing short of a full musical production.

In recent months Richard has wadened his tremendous television exposure even more with appearances on Steve Allen, Mike Douglas, David Frost, Dick Cavett and Dinah Shore.

At a young 23, Richard Roberts' career is moving at breathtaking speed, and that's just the beginning.

Newton Has His Gospel Music Side

• Continued from page W-4

talk about any hypocrisy or disparity in appearance and reality that is suspected in a person. It is common these days to even talk about entertainers as having a credibility gap between their public and private life. But Wayne Newton, for one, will never be accused of having a credibility gap. Wayne has become the top recording artist of gospel records on the West Coast.

Word Records, the leading label in gospel and religious music, has just released Wayne's first album for them, "Only Believe." The album is not just a collection of religious tunes by a great recording artist. The songs contain that added dimension of emotion and intensity that only a truly religious person can give them. Wayne Newton is a religious person and "Only Believe" is an entirely credible album.

Up until a few years ago, Wayne Newton's spiritual life was entirely a private matter. But then he guest starred on a "Bonanza" segment in a role with religious overtones. Wayne felt comfortable playing the part. He found that he enjoyed expressing another deep and personal feeling like religion before the public.

But then that's Wayne Newton. His adult life is a story of splendor and success. But there is always that backdrop of a humble beginning and of a plain and old fashioned adherence to family, religion and country and concern for his fellow man. And this is a way of life that Wayne or anybody can believe in.

The same credibility that Wayne has on stage as a performer is the same credibility that he has in his selfless commitment to charitable causes. He recently hosted the Jerry Lewis Muscular Dystrophy Telethon from Las Vegas. Every year he is an important part of the Danny Thomas fund raising drive for the St. Jude Hospital for children. He is also deeply concerned with American Indian problems. So understandably, the St. John Indian School and mission is a charitable organization that is close to his heart.

All this work has not been without recognition. Just this past July, Wayne received the Golden Plate Award from The American Academy of Achievement in Utah for excellence in his field. Past recipients of this award include John Wayne, David Wolper, Astronaut James A. Lovell and heart specialist Dr. Michael DeBakey. But those who are truly close to Wayne Newton will admit that he is not doing it for the awards nor for record sales. He does it because he enjoys doing it and that is credibility.

Pat Boone Family

• Continued from page W-4

Pat's wife Shirley and their four daughters often join him in appearances and demand for the Boone family has ballooned throughout the country. The ensemble has reflected all the positive elements that accurately represent the American Spirit.

When the six appear together, it is not a contrived theatrical device, but a warm and talented blending of real people genuinely devoted to entertaining and, what is more important, to each other.

Pat's popularity and success has been sustained throughout the years. He has been represented on the charts for more than 200 consecutive weeks, an all time record. The next closest runner-up was listed 159 times. Out of the top 40 recording stars during the rock 'n roll era he remained among the top three.

He has had no less than 60 songs on the charts, 15 of which hit the top 10. His longest running hit, "Love Letters," stayed on the charts for 34 weeks—a record for a single—and remained #1 for five consecutive weeks in 1957.

Welk Stars Score On Word Album

The overwhelming response from television viewers to the voices of Norma Zimmer and Jim Roberts, regulars on the Lawrence Welk Show, led to their first Word album, "Whispering Hope."

This very successful recording has been followed by many others, including "His Name Is Wonderful," Norma's "Reach Out and Touch," and Jim's "How Great Thou Art."

With the familiar strains of duets such as "What a Friend We Have in Jesus," Norma and Jim express the heart of their own experiences, singing with feeling and warmth. The hymns and sacred songs they have recorded feature rich orchestral and choral backgrounds, against which their talented voices blend in distinctive harmony.

When not busy rehearsing or singing on the Welk Show or recording for Word, Norma might be found engrossed in painting (she is very proficient with oils) or perhaps skiing the slopes of California and Colorado or, as she did a few years ago, across the Alps in Europe. Randy, Norma's husband, taught her to ski. Their two boys are also avid winter sports enthusiasts.

Jim plays a fine game of golf as a diversion from the tension of network television. Otherwise, Jim and his wife spend as much time as they can with their two sons at their Los Angeles home.

Jim Roberts Norma Zimmer

Dave Boyer

Dave Boyer Finds Comfort in Music

Dave Boyer, recently signed to Word, used to be best known in nightclub circles. Singing under the name of Joey Stevens, Dave was the youngest Master of Ceremonies at Atlantic City's famed 500 Club.

The son of a Pennsylvania minister, Dave began his singing career in church appearances with his family across the country. But at the age of 15, Dave turned "pro" and branched out on his own, a move that led quickly to the "500."

Then tragedy struck the popular entertainer. And at two o'clock in the morning on August 30, 1965, a drunken, doped, tearful Dave Boyer was about to take his life on a Pennsylvania railroad track. Two hours later a vibrant, joyful Dave Boyer had found an answer.

It has been a long and exciting road for Dave since that day. His performances have taken him from coast to coast to reach young people everywhere. He has written a book, appeared on television and now has five albums on the Word label, his latest release entitled simply, "Dave Boyer."

Dave is a gifted vocalist and saxophonist and weaves his musical talents into a program that really penetrates the hearts of his audiences.

Lexicon Music: Carmichael's Baby

• Continued from page W-14

michael has done along with colleague Kurt Kaiser is "Tell It Like It Is," which he says started out as a "fun thing."

It is, first of all, a folk musical. Written in its entirety for local groups, it debuted at Baylor University in Waco, and really took off from there. There is no telling how many times it has been performed, with Lexicon providing all of the books. In Denton, Texas, one minister of music reports that his choral group performed it 108 times, and was looking for something else. So Carmichael and Kaiser wrote something else. But in the meantime, "Tell It Like It Is" was presented everywhere from campuses to shopping centers. It even became a NBC television special, with the Baylor choir. His next such effort, "Natural High," went the same way.

Next, Carmichael took his great song, "He's Everything To Me," and put it in a small paper-back book with 53 other selections, and sold it for 50 cents. 600,000 of them were swept up by churches and choral groups across the nation. So he put out the next one, a larger book, titled "He's Everything To Me and 102," and sold it for a dollar. They now come off the press in 100,000 lots. Next will be "He's Everything To Me Plus 153" in hard back for church congregations, melody and lyric, with an even larger book for the piano accompanist.

Some 450 choir directors from all over the nation paid their own expenses to visit Waco and see performances of Lexicon Publications. Another workshop, replete with packets, albums and songbooks, brought 1,000 choir directors to the Greater Los Angeles Sunday School Convention, climaxed with a presentation of two Lexicon musicals attracting an audience of 5,000.

Lexicon, Light and Word have come a long way together.

CONGRATULATIONS

ON YOUR

22ND ANNIVERSARY

GRT CUSTOM PRODUCTS DIVISION

GRT

When you think Folk Musicals...

think LIGHT/LEXICON

LIGHT/LEXICON revolutionized the youth musical scene with TELL IT LIKE IT IS. But it didn't end there. Bringing you great folk musicals that say all the things you believe has become a habit for Ralph Carmichael and his brilliant team.

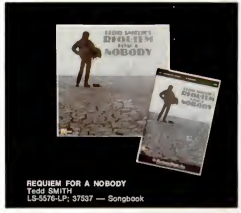
COME TOGETHER
Jimmy & Carol OWENS
LS-5592-LP; 37560 — Songbook

IT'S GETTING LATE
(for the great planet earth)
Cam FLORIA
LS-5606-LP; 37561 — Songbook

REAL
Bob OLDENBURG & Lanny ALLEN
LS-5571-LP; 37542 — Songbook

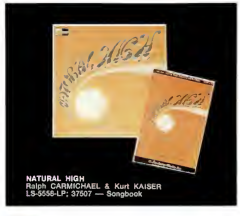
IN CHRIST THERE IS NO EAST OR WEST
Clark GASSMAN
LS-5574-LP; 37534 — Songbook

THE BOY WHO CAUGHT THE FISH
Jack COLEMAN
LS-5588-LP; 37538—Songbook ($1.95)

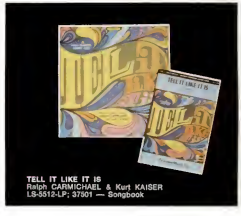


REQUIEM FOR A NOBODY
Tedd SMITH
LS-5576-LP; 37537 — Songbook

NEW VIBRATIONS
Tedd SMITH
LS-5561-LP; 37508 — Songbook



NATURAL HIGH
Ralph CARMICHAEL & Kurt KAISER
LS-5556-LP; 37507 — Songbook



TELL IT LIKE IT IS
Ralph CARMICHAEL & Kurt KAISER
LS-5512-LP; 37501 — Songbook

All musicals available in 12" stereo LP ($5.98), stereo 8 tape or cassette ($6.95 each). All songbooks $2.95 each, unless otherwise indicated.

LIGHT

LIGHT/LEXICON

WACO, TEXAS 76703

Soul

Soul Sauce

BEST NEW SINGLE OF THE WEEK:

"WORK TO DO"

ISLEY BROTHERS

(T-NECK)

BEST NEW ALBUM OF THE WEEK:

"GREATEST HITS"

CHI-LITES

(BRUNSWICK)

By JULIAN COLEMAN

More than 700 black businessmen and white executives from major corporations across the nation gathered for the annual black and minority business and cultural exposition PUSH Expo '72 held last week in Chicago, Ill. Over 24 recording acts from some of the major record companies around the country performed at one of the seven music concerts held during the five day exhibition. **Isaac Hayes, Aretha Franklin, Gladys Knight and the Pips, The Jackson Five,** and **Donny Hathaway** were among those that performed. Motown's President Barry Gordy delivered the keynote address.

Sidney Seidenberg, president of SAS Inc. announced the eighth European tour of **The Patterson Singers** beginning Oct. 9th in Berlin. The 24-date tour under the Frankfurt, Germany-based Lippmann & Rau Concert Agency will take the Patterson Singers, who record for United Artists, to Germany, Switzerland, Scandinavia and England.

Concert Capri & Executive Entertainment will present an afternoon of Shower of Stars Oct. 22 at Los Angeles Forum, headlined by **The Staple Singers** with **The Chi-Lites, The Dramatics, Rufus Thomas** and **The Main Ingredients.** MGM will film a third in the "Shaft" series entitled "Shaft In Amcrica." The original script by Stirling Silliphant will again star **Richard Roundtree.**

BITS AND PIECES:

"My Dream" by **The Soft Tones** on Avco is beginning to show up big in the Baltimore-Washington markets and now breaking in Philadelphia. . . . New album product from the Mandala label includes **The Vibrations,** "Take a New Step," and **Ben E. King,** "The Beginning of It All." Both showing signs of becoming good solid album entrys. Mandala is distributed by Stardny-King Records out of Nashville.

Shirley Caesar's latest single "Get Up My Brothcr" on Hob, Scepter's gospel label has the feel of an "Oh Happy Day." Check it out. . . . New **Billy Preston** LP due to be released Oct. 8th. It's entitled "Music is My Life."

PICKS AND PLAYS:

Temptations, "Papa Was a Rolling Stone," (Gordy); **Harold Melvin** and **The Blue Notes,** "If You Don't Know Me By Now," (Phil. International); **Eddie Kendricks,** "If You Let Me," (Tamla); **Denise LaSalle,** "A Man Sized Job," (Westside); **Johnnie Taylor,** "Stop Doggin' Me," (Stax); **Four Tops,** "(It's The Way) Nature Planned It," (Motown); **Manhattans,** "One Life to Live," (Deluxe); **Persuaders,** "Peace In The Valley," (Win or Lose); **Eddie Holman,** "My Mind Keeps Telling Me," (GSF); **Billy Preston,** "Slaughter" (Theme from "Slaughter"), (A&M); **Johnny Williams,** "Slow Motion, Part I," (Phil. International); **Stylistics,** "I'm Stone In Love With You," (Avco); **Honey Cone,** "Innocent 'Til Proven Guilty," (Hot Wax); **Independents,** "I Just Want to Be There," (Wand); **Betty Wright,** "Baby Sitter," (Alston); **Lamont Dozier,** "Why Can't We Be Lovers," (Invictus); **Temptees,** "Dedicated to The One I Love," (We Produce); **Chi-Lites,** "A Lonely Man," (Brunswick); **Isaac Hayes,** "Theme From "The Man'," (Enterprise); **Laura Lee,** "If You Can Beat Me Rockin' (You Can Have My Chair)" (Hot Wax).

Stax's Staple Singers presenting Flip Wilson with the first tickets to their forthcoming concert at the L.A. Forum, which will take place Oct. 22nd. (L. to R., Cleo Staples, Flip Wilson, 'Pop' Staples and Mavis Staples). The Forum concert will mark the end of a cross-country tour for the first family of pop gospel.

Billboard SPECIAL SURVEY 1st Week Ending 10/14/72

BEST SELLING
Billboard **Soul Singles**

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Weeks on Chart	TITLE—Artist, Label & Number (Disc Label) (Publisher, Licensee)
1	4	9	**I'LL BE HOLDING/HOW COULD I LET YOU GET AWAY** Billy Wilbers, Sussex 241 (Buddah) (Interior, BMI)
2	3	7	**FREDDIE'S DEAD (Theme From "Super Fly")** Curtis Mayfield, Curtom 1975 (Buddah) (Curtom, BMI)
4	1	10	**GOOD FOOT, Part 1** James Brown, Polydor 14129 (Gusteau/Shelby, BMI)
5	5	14	**EVERYBODY PLAYS THE FOOL** Main Ingredient, RCA 74-0751 (Giant Enterprise, BMI)
6	6	9	**BEN** Michael Jackson, Motown 1207 (Jobete, BMI)
7	8	8	**WOMAN DON'T GO ASTRAY** King Floyd, Chimneyville 443 (Cotillion) (Malsko-Koffrage, BMI)
8	11	6	**(It's The Way) NATURE PLANNED IT** Four Tops, Motown 1210 (Stone Agate, BMI) (Jobete, ASCAP)
9	7	11	**MY MAN IS A SWEET MAN** Millie Jackson, Spring 127 (Polydor) (Gaucho/Bellmar, BMI)
10	9	14	**THINK (About It)** Lynn Collins, Truth 4206 (Polydor) (Dynatone/Bellmar, BMI)
11	10	7	**ONE LIFE TO LIVE** Manhattans, Deluxe 139 (Sterday/King) (Port Knox-Nahtanoj, BMI)
12	12	7	**(Win, Place or Show) SHE'S A WINNER** Intruders, Gamble 472 (Assorted, BMI)
13	15	5	**HONEY I STILL LOVE YOU** Mark IV, Mercury 73319 (Algo/Johnson-Nolan, BMI)
14	13	15	**BACK STABBERS** O'Jays, Philadelphia International 7-3517 (CBS) (Assorted, BMI)
15	16	10	**(They Long To Be) CLOSE TO YOU** Jerry Butler featuring Brenda Lee Eager, Mercury 73326 (U.S. Songs/Blue Seas/Jac, ASCAP)
16	17	7	**FOOL'S PARADISE** Sylvers, Pride 1001 (MGM) (Lion's Track, BMI)
17	26	2	**WHY CAN'T WE BE LOVERS** Lamont Dozier, Invictus 9125 (Capitol) (Gold Forever, BMI)
18	20	8	**SWEET CARoLINE** Bobby Womack & Peace, United Artists 50946 (Stonebridge, ASCAP)
19	22	2	**SLAUGHTER (Theme From "Slaughter")** Billy Preston, A&M 1390 (Irving/Walk, BMI)
20	23	3	**MY MIND KEEPS TELLING ME** Eddie Holman, GSF 6823 (Nemish, BMI)
21	21	6	**GUESS WHO** B.B. King, ABC 11330 (Michele, BMI)
22	18	8	**TOAST TO THE FOOL** Dramatics, Volt 4082 (Conquistador, ASCAP/Groovesville, BMI)
23	27	2	**SLOW MOTION, Part 1** ★ Johnny Williams, Philadelphia International 73510 (CBS) (Assorted, BMI)
24	31	2	**BABY SITTER** Betty Wright, Alston 4614 (Atlantic) (Sherlyn, BMI)
25	29	2	**DEDICATED TO THE ONE I LOVE** ★ Temptees, We Produce 1808 (Stax) (Trousdale, BMI)
26	24	8	**YOU'RE STILL A YOUNG MAN** Tower of Power, Warner Bros. 7612 (Kuptillo, ASCAP)
27	16	10	**OPEN HOUSE AT MY HOUSE** Little Johnny Taylor, Ronn 64 (Jewell) (Su-Ma/Regan, BMI)
28	14	11	**THIS WORLD** Staple Singers, Stax 0137 (Sunbeam, BMI)
29	35	4	**STOP DOGGIN' ME** Johnnie Taylor, Stax 0142 (Groovesville/East/Memphis/Conquistador, ASCAP)
30	34	5	**IF YOU LET ME** Eddie Kendricks, Tamla 54222 (Motown) (Jobete/Stone Agate, BMI)
31	41	3	**A LONELY MAN** Chi-Lites, Brunswick 55482 (Julio-Brien, BMI)
32	40	3	**DON'T EVER BE LONELY** Cornelius Brothers & Sister Rose, United Artists 50954 (Unart/Stagedoor, BMI)
33	28	4	**A MAN SIZED JOB** Denise LaSelle, Westbound 206 (Chess/Janus) (Dolphin-Bridgeport, BMI)
34	33	4	**HOW CAN YOU MEND A BROKEN HEART** Spoonful, Stang 5043 (All Platinum) (Casserole/Werner/Brandtwood, BMI)
35	37	3	**BULLY** Al Green, Bell 45-258 (Toosted/Screen Gems-Columbia, BMI)
36	36	4	**IF YOU CAN BEAT ME ROCKIN' (You Can Have My Chair)** Laura Lee, Hot Wax 7007 (Buddah) (Gold Forever, BMI)
37	30	5	**ENDLESSLY** Melvin Staples, Volt 01082 (Vogue, BMI)
38	38	4	**IF YOU DON'T KNOW ME BY NOW** Harold Melvin & the Blue Notes, Phil. International 3520 (CBS) (Assorted BMI)
39	44	2	**THAT'S HOW LOVE GOES** Jammains Jackson, Motown 1201 (Jobete, BMI)
40	42	3	**KEEP ON RUNNING** Stevie Wonder, Tamla 54223 (Motown) (Stone Agate/Black Bull, ASCAP)
41	39	4	**MAY THE BEST MAN WIN** Ollie Nightingale, Tru 1002 (MGM) (Butler/Chappell ASCAP)
42	43	3	**MY DIME-A-LINE** Chuck Berry, Chess 2131 (Isalee, BMI)
43	47	2	**I'M STONE IN LOVE WITH YOU** Stylistics, AVCO 4603 (Bentley-Assorted, BMI)
44	45	3	**PEACE IN THE VALLEY** Persuaders, Win or Lose 226 (Cotillion) (Cotillion, BMI)
45	46	3	**PAPA WAS A ROLLING STONE** Temptations, Gordy 7121 (Motown) (Stone Agate, BMI)
46	48	2	**INNOCENT TIL PROVEN GUILTY** Honey Cone, Hot Wax 7208 (Buddah) (Gold Forever, BMI)
47	49	2	**YOU LATE** Ruben Bell, Celsius 140 (Sterday-King) (Teri Hawk, BMI)
48	50	2	**I JUST WANT TO BE THERE** Independents, Wand 11249 (Dunjee) (Our Children's Mt. T Charita, BMI)
49	50	2	**GET UP AND DO SOMETHING FOR YOURSELF** Solomon Burke, MGM 14425 (The Kid's Music, BMI)
50		1	**THEME FROM "THE MAN"** Isaac Hayes, Enterprise 9038 (Stax/Volt) (East/Memphis/Incense, BMI)

Vox Jox

• *Continued from page 14*

Bluefield, W. Va. **Mike Hammer** was the previous program director of WKAZ. . . . **Don Day** has been promoted to operations manager of WBAP and WBAP-FM. Replacing him on the air is **Hoyt Hoey,** who had been program director of WBAP-FM.

★ ★ ★

Larry Cohen, formerly national promotion director of Jamie/ Guyden Records, headquartered in Philadelphia, has joined United Artists Records in New York in a promotional capacity. New promotion director of Jamie/Guyden is **Bobbi Silver,** a female. More and more women are coming into their own in record promotion. When I was in Seattle the other day, met four of them, all pretty. And, of course, **Jan Basham** at Record Merchandising, Los Angeles, is one of the best promotion "men" in the business.

★ ★ ★

Chart Hanson is the new manager of KPSE-FM, San Diego. He replaces **Ernie Winn,** who has moved to Dallas to join the programming division of TM Productions. TM, incidentally, provides KPSE-FM with its "The Velvet Sound" automation programming. Hanson had been general sales manager of KPSE-FM. . . . Lineup at KCEN, Reno, Nev., now shapes up this way: **Bobby Magic** 6-10 a.m., **Chris Mitchell** until 2 p.m., **Dave Price** 2-6 p.m., **Phil Harvey** 6-midnight, and **John West** midnight-6 a.m. . . . **Charlie Van** is the program director in El Paso of KELO, the Mexican powerhouse. His number is 915-532-6978 and he's seeking some bilingual air personalities. . . . KHCW-FM, Denver, air personalities includes **Dave Hendricks** 6-9 p.m., **Larry Vanore** 9-midnight, and **Frank Stanton** midnight-6 a.m. Rest of time, the station simulcasts the MOR programming of KHOW. WCOW-FM, while separate, features popular MOR LP cuts and jazz, about 60 percent of the programming is jazz.

★ ★ ★

Robert J. Leonardi has joined WGAN, Portland, Me. He'd been

(Continued on next page)

Billboard SPECIAL SURVEY for Week Ending 10/14/72

BEST SELLING

Billboard Soul LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart
1	—	SUPERFLY ..... 1 Curtis Mayfield/Soundtrack, Curtom CRS 8014 ST (Buddah)	
2	—	ALL DIRECTIONS ..... 1 Temptations, Gordy G 962 (Motown)	
3	—	STILL BILL ..... 1 Bill Withers, Sussex SXBS 7014 (Buddah)	
4	—	BACK STABBERS ..... 1 O'Jays, Philadelphia International KZ 31712 (CBS)	
5	—	BEN ..... 1 Michael Jackson, Motown M 755 L	
6	—	JERMAINE ..... 1 Jermaine Jackson, Motown M 752 L	
7	—	ROBERTA FLACK & DONNY HATHAWAY 1 Atlantic SD 7216	
8	—	LONDON SESSIONS ..... 1 Chuck Berry, Chess CH 6002	
9	—	A LONELY MAN ..... 1 Chi-Lites, Brunswick BL 754?9	
10	—	NATURE PLANNED IT ..... 1 4 Tops, Motown M 748 L	
11	—	LOOKIN' THROUGH THE WINDOWS 1 Jackson 5, Motown M 750 L	
12	—	IF LOVING YOU IS WRONG, I DON'T WANT TO BE RIGHT ..... 1 Luther Ingram, Koko KOS 2202 (Stax/ Volt)	
13	—	BROTHER, BROTHER, BROTHER ..... 1 Isley Brothers, T-Neck TNS 3009 (Buddah)	
14	—	I MISS U ..... 1 Harold Melvin & the Blue Notes, Philadelphia International KZ 31648 (CBS)	
15	—	UPENDO NI PAMOJOS ..... 1 Ramsey Lewis Trio, Columbia KC 31096	
16	—	CORNELIUS BROS. & SISTER ROSE .. 1 United Artists UAS 5568	
17	—	AMAZING GRACE ..... 1 Aretha Franklin/James Cleveland, Atlantic SD 3-906	
18	—	MUSIC OF MY MIND ..... 1 Stevie Wonder, Tamla T 314 L (Motown)	
19	—	BITTER SWEET ..... 1 Melo-Tones, RCA LSP 4677	
20	—	CARLOS SANTANA & BUDDY 1	
21	—	MILES LIVE ..... 1 Columbia KC 31308	
22	—	ALL THE KING'S HORSES ..... 1 Grover Washington, Jr., Kudu KU 07 (CTI)	
23	—	UNDERSTANDING ..... 1 Bobby Womack, United Artists UAS 5577	
24	—	I'LL PLAY THE BLUES FOR YOU ..... 1 Albert King, Stax STS 3009	
25	—	THERE IT IS ..... 1 James Brown, Polydor PD 5028	
26	—	GREATEST HITS ON EARTH ..... 1 Stu Stmenaton, Ball 1106	
26	—	BUMP CITY ..... 1 Tower of Power, Warner Brothers BS 2616	
27	—	GUESS WHO ..... 1 B.B. King, ABC ABCX 739	
28	—	SOUL CLASSICS ..... 1 James Brown, Polydor SC 5401	
29	—	FIRST TAKE ..... 1 Roberta Flack, Atlantic SD 8230	
30	—	SPICE OF LIFE ..... 1 Jerry Butler, Mercury SRM 3-7502	
31	—	BEAUTITUDE/RESPECT YOURSELF ... 1 Staple Singers, Stax STS 3002	
32	—	LET'S STAY TOGETHER ..... 1 Al Green, Hi SHL 32070 (London)	
33	—	FLYING HIGH TOGETHER ..... 1 mckay Robinson & the Miracles, Tamla T 318 L (Motown)	
34	—	CHICAGO V ..... 1 Chicago, Columbia KC 31102	
35	—	I WROTE A SIMPLE SONG ..... 1 Billy Preston, A&M SP 3507	
36	—	THINK (About It) ..... 1 Lyn Collins, People PE 5602 (Polydor)	
37	—	SHAFT ..... 1 Isaac Hayes/ Soundtrack, Enterprise/MGM ENS 2-5000 (Stax/Volt)	
38	—	AL GREEN ..... 1 Bell 6076	
39	—	MUSIC IS THE MESSAGE ..... 1 Kool & the Gang, Delite DE 2011	
40	—	THE BEST OF OTIS REDDING ..... 1 Atco SD 2-801	
41	—	STYLISTICS ..... 1 Avco AV 33023	
42	—	CRUSADERS 1 ..... 1 Crusaders, Blue Thumb BTS 6001 (Famous)	
43	—	BLACK MOSES ..... 1 Isaac Hayes, Enterprise ENS 2-5003 (Stax/ Volt)	
44	—	I CAN SEE CLEARLY NOW ..... 1 Johnny Nash, Epic KE 31607 (CBS)	
45	—	LOVEMEN ..... 1 Temptees, We Produce XPX 1901 (Stan/Volt)	
46	—	LOVE, PEACE & SOUL ..... 1 Honey Cone, Hot Wax WA 715 (Buddah)	
47	—	FEEL GOOD ..... 1 Ike & Tina Turner, United Artists UAS 5598	
48	—	HOLLYWOOD ..... 1 Undisputed, Motfest MW 1181 (Motown)	
49	—	SPREAD THE WORD ..... 1 Persuasions, Capitol ST 11101	
50	—	RARE HENDRIX ..... 1 Jimi Hendrix, Trip TLP 9500	

Vox Jox

● *Continued from preceding page*

with WMOD-FM, Washington. So the lineup at WGAN now consists of Bud Sawyer, Jack Tupper, Leonard, Al Anderson, and Bob Kwasli. Charles R. Sanford is general manager of the station. . . .

Bruce A. Hansen has been promoted to general manager of WRC and WRC-FM, Washington. He succeeds Peter O'Reilly, . . . Looking for work is Stewart Wright, 19, first ticket, 803-524-4875. . . .

Chuck Dougherty, a name that I haven't heard much the past many months, has been named program director of WIMR in Camden (Philadelphia). He'll continue his 10 a.m.-2 p.m. show. Rest of lineup includes Bill Bircher, mornings, Dan Curtis, Gordy Good, and Lee Meredith. One of the first things Dougherty did was pick up the Bill Ballance "Feminine Forum" talk show, which is being syndicated out of Los Angeles by Dick Clark Productions. If you'd like a demo of the show, call Clark. . . .

★ ★ ★

Jim Carter has left KNIT, Abilene, Tex., and has headed for New York to get a job. You can reach him care of Bobby Wayne at 212-861-5904. . . . Martin Douglas, 213-388-2828 is looking for an MOR and rock position. Has considerable experience and poise. Worked both soul stations in Detroit. . . . The Magnificent Montague has returned to Los Angeles radio, XPRS, the Latin-based operation. Dave King, the program director of the station has resigned. No connection. . . . Terry Wood is out at WCHB, Detroit, and the new program director is Wade Briggs. . . . Randy Wood is out at KITE, San Antonio. Speaking of KITE, one of the former KITE personalities, Bob Pierson, is now doing news at KXYZ, Houston.

Chris Carpenter has joined WHIO, Dayton, Ohio, in a midnight-5 a.m. show.

★ ★ ★

If you've got $2 extra on your budget (the radio station's, not your weekly beer money), may I suggest you send for a copy of "Compressed Speech Demo" from the National Center for Audio Experimentation, Radio Hall, University of Wisconsin, Madison, Wis. 53706. I've heard demonstrations of compressed speech and they're quite educational. Some techniques might be useful on Top 40 stations.

What's Happening

● *Continued*

bia; "Bandstand," (LP), Family, United Artists. . . . CHSR, College Hill Student Radio, U. of New Brunswick, New Brunswick Teacher's College, Saint Thomas U., Fredericton, N.B., Pat Chakas reporting: "Hurtwood Edge," (LP), Tim Weisberg, A&M; "2nd Right, 3rd Row," (LP), Eric Von Schmidt, Quality (Poppy); "Black and White," Three Dog Night, Dunhill.

★ ★ ★

MIDWEST—Missouri—KCLC-FM, The Lindenwood Colleges, St. Charles, Chuck Lackner reporting: "Diamonds in the Rough," (LP), John Prine, Atlantic; "Passage," (LP), Bloodrock, Capitol; "Casey Kelly," (LP), Casey Kelly, Elektra. . . . KRC, KRC-FM (CATV), Rockhurst College, Kansas City, Pete Modica reporting: "Sunday Morning Sunshine," Harry Chapin, Elektra; "Rockin' Pneumonia—Boogie Woogie Flu," Johnny Rivers, United Artists; "How Long," John David Souther, Asylum.

Gamble-Huff to Broaden Range of Musical Product

NEW YORK — Kenny Gamble and Leon Huff, the production team behind the Philadelphia International and Gamble Records labels, plan to broaden the range of musical styles for their product beyond the field of contemporary black pop music, with current mainstay. This expansion occurs at a time when industry executives are increasingly emphasizing the sales potential of black music.

Gamble and Huff are not turning their backs on the music with which they are generally associated. According to them, they feel that the stylistic labels assigned to contemporary music are often restricting. Leon Huff stated, "We never segregated our music. Some people label us 'black' or 'r&b' just because we're black."

Huff feels that both he and Gamble have always focused on purely musical criteria, however. He underscored the misconception created by stylistic labels by noting that many of the team's earlier production efforts involved white acts like the Soul Survivors.

While their current artists' rosters are predominantly black, Gamble and Huff do not view their decision for more variety as a major change in direction, nor do they feel their attitude is revolutionary; they cite the impact of all black music on contemporary pop music, and the consequent interchange of styles, as a continuing process, and they note that artists as varied as the Beatles, the Stones and the Rascals all utilized black idioms and matched them to their own work.

In the past, Gamble and Huff handled a variety of acts because they felt that the music itself was more important. That's why we produced acts that weren't strictly r&b or soul, like a Nancy Wilson, a Laura Nyro or a Dusty Springfield," explained Huff.

Staff

As for the specific directions for growth, those remain contingent on the development of a new production staff and the goals of the musicians they work with, they said. "The label they've given us is r&b producers," Huff noted, "but we're going to try and get into jazz, into the pop thing, into a lot of areas. It will depend on the kind of people that are attracted here."

If Gamble and Huff like any label for their work, it is a geographic one. They plan to continue basing their operations in Philadelphia, and they are confident that the city will continue to reflect the increasing importance of the hits which they have perceived there in recent years.

While the Cameo/Parkway label brought Philadelphia a brief taste of national fame for its music during the late '50's and early '60's, Gamble and Huff, along with many other musicians based there like Thom Bell, feel that the city is once again a potential stronghold for the industry.

Gamble-Huff Productions also does suggest the team's accuracy when they suggest that that city has never really been without activity. But as Huff noted, "The idea we have now is to implant a 'Philadelphia Sound' as a consistent thing." With the operation set to move into the old Cameo/Parkway building, where the original studio will be redesigned and updated for modern studio techniques, and Philadelphia Sigma Sound Studios still pulling talent from outside the city, the city's music industry has been encouraged at the prospect of a new wave of activity there.

CBS Agreement

As for the team's relationship with CBS, which distributes both Gamble-Huff labels, they feel that the production arrangements and merchandising involved reflect CBS's commitment to the black market, which, they admit, poses specialized problems for promotion and merchandising. Those problems are better handled by other executives, however, for, as Huff noted, the two producers consider themselves primarily creative types. "We're not businessmen," Huff concluded, and he noted that the team refused to follow the examples of some artists who become involved in all aspects of production and marketing. Huff's way of course as the potential downfall of many artists.

In discussing promotion and marketing, Huff further explained the differences between the black market and the pop and rock markets in terms of individual involvement, rather than specific styles. Huff noted that the strength of the black influence is itself a testament to the greater importance of music for black culture. But he quickly added, "Black people buy anything they like, not just because of color," noting that white artists like the Rascals had succeeded in building strong black audiences.

With the young black consumer cited as the most critical listener, Huff feels that black music's influence will continue to be vital.

Genesis Films

● *Continued*

campus film societies and museums, has grown both through word of mouth and through presentations at NBC conventions and the Coffee House Circuit convention held annually by Campus Unlimited for that association of student-run coffee houses. The Coffee House Circuit conventions has devoted increasing time to screening Genesis productions. One film, "Come to Your Senses," has received attention and exposure from that screening which led to a film presentation in Central Park.

While the film market continues to change, as evidenced by the disparity between the large West Coast experimental audience and the smaller but still growing Eastern campus market, Genesis remains confident that their very broadness of will continue to afford advantages in service and guidance for clients.

SELL SOFTWARE TOO

See Showrooms Hitting $3 Bil by '75; Electronics Vying as Top Category

By IRENE CLEPPER

MINNEAPOLIS — Consumer electronics is one of the fastest growing merchandise categories in the mushrooming catalog showroom field, according to several experts interviewed here, who said that many operations are carrying software too. Showroom sales volume is expected to hit $3 billion by 1975 and will involve 400 different operations within the next 18 months.

Harold Roitenberg, president, Modern Merchandising, which has 16 showrooms, was among those rating electronics high. His firm is also offering tapes and records and is racked by J. L. Marsh, also locally based. Prices on all items are usually 5 to 10 percent lower than at retail stores.

While hardware presents little problem in the once-a-year catalogs of showroom merchandisers, chart perishable software does, and rack jobbers have proved valuable because of their expertise, Roitenberg said. However, the nostalgia wave and better movement of label catalog items has caused Modern Merchandising to consider some software buying on its own, he said.

Many of the top catalog showroom merchandisers are located in this market, including Creative Merchandising, American Merchandisers, Dayton-Hudson, NABS and Modern.

Now ranked as a $1.5 billion industry, the business will have its biggest year in 1972, according to Charles Wilson, president, American Merchandisers, who believes there are at present 200 showroom operations in the "creative" category, whose sole business is catalog showrooms. Counting firms with subsidiary catalog operations, the total is more like 800.

Catalog showrooms are not new. They go back a quarter of a century or more. But until the last five or six years, they were mainly one- and two-store operations, located on side streets and with an inventory right on the shelf.

American Merchandisers arranged for the publication of 1.5 million catalogs this year, and has already "bought time" at the printers for 3 million catalogs next year, Wilson said.

American merchandisers is regarded second in the catalog coordinator field. First place is held by Creative Merchandising, the organization from which Modern Merchandising originated. Modern Merchandising is fast climbing and had totaled sales last year of $40.8 million, which it expects to double in '72, when by year end it will have 22 showrooms.

Fast Growth

Supermarkets General is in the field; the May company has formed an association with a Canadian company to merchandise via catalog showrooms and another department store giant, Dayton-Hudson here, announced in September that it had purchased two catalog showroom companies and would be expanding into the field. Dayton-Hudson had done some experimenting with direct mail mer-

(Continued on next page)

CONSUMER electronics and software are popular items with catalog showroom merchandisers. Above, a customer in a La Belle's store selects items. This is one of 16 showrooms operated by Modern Merchandising, Minneapolis.

ITA, EIAJ JOINT PLAN

LOS ANGELES — The cassette hardware committee of the International Tape Assn. (ITA) will engage for the first time in an interchange of technical information with the Electronics Industry Assn. of Japan tape recorder industry delegation.

The ITA cassette hardware committee is co-chaired by Ed Bamon of Norelco and Dick Loviolo of Panasonic.

A new member, Columbia Records, is also now on the ITA roster.

WAIT ON RETAIL

Sony TVC Thrust Industry, Teaching

By EARL PAIGE

CHICAGO—Sony Corp. continues to entrench itself in the industrial and educational television cartridge field. It's U-Matic Showcase here attracted 3,5 exhibitors of software and a program listed 21 more with material for the U-Matic ¾-in. format. Not surprisingly, most exhibitors said sales of the system in the consumer market is not imminent, though several said they have material that will appeal to consumers. Spokesmen for both Sony and the only duplicator here confirmed plans for a new blank ¾ videocassette aimed at insuring standardization of software quality.

At least two retail firms in this market, however, have recently promoted the Sony U-Matic at the consumer level, even though it lists for $1,395 as a player-recorder and $995 as a player-only, with very little software available explicitly for the home market. Polk Bros. advertised the Sony (Billboard, Aug. 26) and Carson Pirie Scott promoted it (Billboard, Sept. 16). Polk officials said their effort is in part to prevent consumers from passing up purchases of TV sets for fear CTV would make current TV sets obsolete. Carson Pirie Scott intends mainly to test consumer reaction to the new TVC medium, as well as to draw traffic.

Typical of software exhibitors' direction here were the comments of Robert L. Bastian, Videorecord distributor, who said all his efforts now is in the educational field. "I see this system as being two or three years off as a consumer item." Rental price of Videorecord programs are typically $50 monthly for a 60-min. cassette; sale price for 60-min. cassettes is $325.

Several exhibitors showed catalogs including sports, with many inspirational rather than "how to." A spokesman for Oxford Films said his firm's sports action series was "motivational." (22-min. lists

(Continued on Action Record Page)

Retailer Says Simul-Releases Could Help Halt Bootleggers

By MAURICE ORODENKER

CAMDEN, N.J. — Unless the record-tape manufacturers really get behind the retailers, bootleggers are going to take over the entire tape business. This is the feeling expressed by Broadway Eddie, operator of the midtown Broadway Record Shop, one of the largest independent stores in the area.

Eddie's biggest competition in selling tapes—and he keeps an inventory of upwards to 4,000 pieces in his store—is the bootlegger "who always seems to come out there with the taped album and at a price that is impossible to beat." He feels that manufacturers should not hold up the release of the 8-track and should virtually day-and-date it with the record album.

Simul-Release

"The bootleggers," Eddie complained, "don't wait and there is no reason why the manufacturers should, since no additional expense would be involved in immediate release of both album and tape. If they have enough confidence in the record album," he added, "they should show the same confidence in the tape."

Eddie pointed out the importance of early release by what Columbia did with its "I Miss You" album by Harold Melvin & the Blue Notes, and "Back Stabbers" by the O'Jays. Within four days of the release of the albums, the tapes were in the stores. In addition, Columbia placed a newspaper ad in the newspapers advising that tapes of the albums were available now in all record stores. This meant, said Eddie, getting a jump on the bootleggers.

Another factor, he added, would be in having a better catalog of tapes. "If the manufacturers would place everything on tape, it would help freeze out the bootleggers." A bigger selection, Eddie said, would mean less inventory for the

(Continued on next page)

TV Cartridge Demographics, Role of Racks, Record-Tape Dealers

• Continued from page 1

cated, in the $15,000 to $40,000 income bracket, a movie watcher and a person who liked to relate to today.

"What happened when the first sets were really sold? They went to average income families, the kind of person who uses his TV as his major home entertainment medium. At J.L. Hudson's in Detroit the first sales were in the average income people. In Gary, Ind., the first sales went to steel workers. We're not equal amounts to the affluent groups, of course, but it is the other consumers we're interested in, the ones we didn't expect.

"Demographics," he continued, "are pretty hard to figure out right now. But we are beginning to get some historical background on who is buying our product."

As far as merchandising hardware and software in separate departments, Johnston said, "This is the kind of practice we would like to see and this is the kind of practice that is actually occurring. There is one major chain that is now moving their software departments next to the TV departments primarily because they recognize that you must have the software easily available to the guy who is going to buy the hardware. At the same time, I think it would be wrong if a dealer did not also carry blank and prerecorded tape at the hardware display."

Cartrivision is offering display packs of software for the retailer and is also offering display racks. The packs contain various assortments of programs.

Rack Jobber

"We've got to help the dealer here," Johnston said, "because he really doesn't know what it going to sell yet. In a major city it's not so much of a problem, because everybody's into something. In a smaller city it's a different story. All of our efforts are going to find into a data bank and we're starting to get some information that says, okay, they have this in here and this in town B."

Johnston also feels the software buyer should buy the tapes and the hardware buyer purchase the units themselves. "A buyer is a buyer, of course, and they are all knowledgeable, but the software man is used to buying certain things and his plate is pretty full.

"The software man in the kind of guy who is up in the latest records, tapes and other developments. He knows where the demand is, and he knows when something's happening and why. He has a closer relation to the entertainment industry."

The Cartrivision executive also feels that the rack jobber will be heavily involved in software. He think this may be the major rack jobber's method of doing business from what we know today when it comes to our merchandise," Johnston says. "I feel he will be somewhere between a servicing distributor and a rack jobber. I don't know exactly which area he'll fall into, but I know cartridges will go through established means of distribution as well as creating some new ones. But the way to make a maximum initial impact is to go through the guys who know what they're doing."

What about a mass market for Cartrivision? "The market will increase as the availability of machines increases," Johnston says. "When will the price come down? I honestly don't know, but I do feel it will follow a significantly different curve than TV did. I think there will be a faster consumancy than the color versus black-and-white comparison. With color there was a mystique, I don't think we find that here. I don't think there will definitely be 19-inch units by early next year, which will help the mass market. On tape, I also feel the prices will come down, and this will help the market."

Industry

Cartrivision is not eliminating industry in favor of the consumer market. Rather, the position is, "the consumer market is the one that will set the standard. The system that works in the home is the one that will work in in-

(Continued on next page)

Foresee TV Disk Capturing Mass Market

(Story on 3rd Tape/Audio/Video Page)

MASTRO CASSETTE GUIDE ROLLERS

- Concentricity within .0 005
- Double Flanged
- Reversible
- No gate marks

MASTRO CASSETTE KEY HOLE HUBS

- Keyhole holds tape securely
- Perfectly round
- No gate marks
- Fits any and all machines

These are genuine acetal components. Write for samples

MASTRO INDUSTRIES, INC.
3040 WEBSTER AVE.
N.Y., N.Y. 10467

European Distributor
M.I.P.
CORSO DI PORTA VITTORIA 31
MILAN, ITALY

when answering ads . . . **Say You Saw It in the Billboard**

See Showrooms Hitting $3 Bil by '75

● *Continued from preceding page*

ebanding and decided to purchase the Sibley company of St. Paul and Consolidated Merchandising Corp. of Minneapolis. Although the company says that these "are seed investments" and that no definite plan is ready for announcement yet, rumor has it that the corporation plans some 25 or 30 stores throughout the country.

The last week in September, a new company — NABS opened two catalog showrooms in Minneapolis and a third in Sheboygan, Wis. NABS was formed by Curt Carlson, president of the Carlson companies of Minneapolis. One of his long-time ventures is the Gold Bond trading stamp company and he says that this experience with "carry-out bard goods," the merchandise sources he is already dealing with, and the existence of five warehouses, each 100,000 square feet or more, located strategically throughout mainland U.S. and Hawaii, put him in a good position to enter the new business.

He has announced plans to open a showroom a month during 1973, step up the pace after that until he has 50 showrooms, doing a combined total of $100 million in sales, by 1975. Carlson, among others in the fields, looks to 1973 as the big year of growth. His showrooms are aimed toward an initial volume of $1 million each.

The first NABS showrooms are in the 25,000 to 30,000 square foot range. But there will be smaller ones, 10,000 to 15,000 square feet, and larger ones, 60,000 to 100,000 square feet. One reason for the smaller prototype store is that Carlson will be offering stores on a franchise or joint venture basis, with or without capital, to businessmen who may decide to "join 'em instead of fight 'em."

Suburbs

The catalog showroom has not only changed in appearance since the late '40's—it's now, typically, carpeted, air conditioned, well lighted, carefully designed with wide aisles and attractive fixtures —but it has moved to the suburbs. Roitenberg feels that this is virtually an untapped market and that one advantage of moving out is that it's possible to pick a location where the costs aren't high. As one of his company spokesmen, Jim Roitenberg, points out, "As long as the showroom is accessible by freeway or other easy route, the people will find it. We don't need a shopping center location to draw traffic—we don't have to pay the high—$4 to $6 per square foot costs."

Carlson, however, said that it's mere happenstance that his locations are all suburban. "There's no reason why a downtown location wouldn't work. In fact, many showrooms are in downtown spots and do well." Carlson said electronics will rank fourth in 10 categories in his stores and rated it a top traffic builder.

(Next week—how showrooms operate.)

TV Cartridge Demographics

● *Continued from preceding page*

dustry. We have at no time abandoned our right of franchise in the industrial and educational field."

Talking about where Cartrivision hardware and software will and is being sold, Johnston said, "We are in the large chains now, but I don't think there is any question that we will eventually be in the smaller appliance stores. These people have the same basic awareness as the big outlets.

"There is also no doubt that the cartridges will be sold in free standing record and tape outlets where there is no hardware. I envision a community of software dealers and I think you can liken these cartridges to records."

On blank and prerecorded cartridges, Johnston said, "Blank tape will always be the big market because people will always want to do their own recording. Prerecorded also has to be big, in both educational and entertainment aspects. I happen to think that people will watch something over and over if they like it, just as they listen to an LP."

Johnston says he hopes to have close to 2,000 outlets by early next year, and adds that Cartrivision is now servicing its software distributors in the field. He also predicts a lot more software advertising next month.

Summing up, he says, "This is almost a learn as you go thing. You hope your basic philosophy is correct and you follow it. But you must keep tabs daily on all aspects and this is what we're doing."

Simul-Releases Deter Bootleggers

● *Continued from preceding page*

bootlegger — reminding that the bootleggers had a holiday with many a hit not available on tape.

Do-It-Yourself

"Also not helping matters is the fact that manufacturers are encouraging tape buyers to skip the record store and go in the bootlegging business, at least for themselves. For home use, portable tape units are being offered along with blank tapes. It's almost like putting our customers into the home bootlegging tape business," said Eddie.

Even more blatant, however, are the tape duplicating machines set up in stores whose personnel encourage customers to "make their own" copies of 8-tracks.

Biggest burn is the price factor, and here again Eddie feels that the manufacturer must help the retailer if tapes are to take hold on a legitimate retail level. "Not only does the bootlegger lick us on availabilities," said Eddie, "but we can't even compete with them on price."

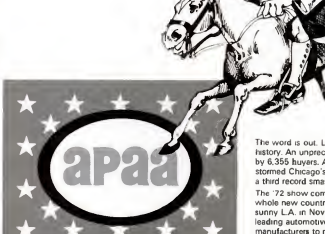
Price

As a discount record outlet, Broadway Record Shop sells tapes at a $5.66 price, which does not allow a big enough mark-up after paying $4.15 to the distributor for the tape—considering the large inventory the store must carry plus the operational costs. Every honky-tonk and farmer's market in the southern New Jersey area," said Eddie, "is selling 8-tracks below what I pay wholesale."

This summer, he added, practically every store and gift shop on the Boardwalk in Atlantic City was selling 8-tracks at $1.99 and 3 for $5.00. What hurts even more, he added, is that the quality of the bootleg tapes keeps improving all the time.

In order to compete with the bootleggers under present conditions, Eddie underscores the fact that he is operating a legitimate business and must charge sales tax, which the bootleggers don't. He also points out that he must pay royalties to the artists, which the bootleggers don't.

The most revolutionary 4th is coming!



The word is out. Last year's APAA Show made history. An unprecedented 1,120 booths invaded by 6,355 buyers. A total attendance of 14,218 stormed Chicago's McCormick Place to capture a third record smashing triumph for APAA.

The '72 show promises a busy creating a whole new country of excitement. Advancing on sunny L.A. in November. Recruiting more leading automotive parts and accessory manufacturers to match last year's mammoth new product exhibit. Campaigning to capture brigades of buyers with powerhouse programming, parties, prizes and famous personalities. Seminar sessions will attack every pertinent topic vital to your business operation and your future.

Spectacular "spoils" for buyers will include thousands of dollars in free gifts to be given away at a special affair. A culminating blast is being set to rival last year's fabulous "Bill Cosby" extravaganza . . . a 2nd Annual Industry-Wide Banquet with superstar entertainment straight from Hollywood. And more surprise maneuvers to make this the most profitable convention of products and pleasures you can attend this year.

As your action group in Washington D.C., APAA is your only defense against unfair legislation threatening your industry's future.

By supporting APAA's Revolutionary 4th, you insure your personal victory in today's aftermarket revolution. Send in your "declaration of participation," today!

4th Annual Show
Los Angeles, California
CONVENTION & EXHIBITION CENTER
NOVEMBER 13,14,15,1972

AUTOMOTIVE PARTS & ACCESSORIES ASSOCIATION SHOW c/o Hall-Erickson, Inc. 7237-39 Lake St., River Forest, Illinois 60305

RECORDING TAPE RIOT!

FACTORY FRESH; CHOICE OF SCOTCH 150 OR 1 MIL. HIGH GRADE PLASTIC; 1-MIL. POLYESTER, 7" REELS; OR ACRYLIC 1-MIL. ACETATE.

Quantity	1-11	12-	48-
#150	1.65	1.55	1.45
#303	1.80	1.65	1.50
#311	2.00	1.85	1.70
"SCOTCH" BRAND CASSETTES			
SC-10MIN	1.15	1.05	.95
SC-30MIN	1.45	1.30	1.15
SC-60	1.30	1.30	1.15
SC-60HIE	1.60	1.50	1.35
SC-90	1.60	1.50	1.35
SC-90HIE	1.91	1.80	1.70
SC-120	1.80	1.70	1.60
Certron Cassettes Assembled With Screws On Norelco-type Plastic Hubs			
C-60	.85	.80	.75
C-90	.95	.90	.85
C-120	1.05	.99	.95

Add 10% to above prices for orders under $25.00. Add 5% for shipping for orders over $40.00.

WOLLENSAK DOLBY CASSETTE DECK

Model 4760
List $299.95
(Factory sealed cartons)
SPECIAL!
$197.95
(Shipping $3.50)

SAXITONE TAPE SALES
1776 Columbia Rd., NW, Wash. D.C. 20009

NAP's Citron: TV Disk Mass Item

By BOB KIRSCH

LOS ANGELES—The mass consumer market in video will be captured by the video disk, according to Gerry Citron, product manager for North American Philips Corp.

Citron, whose firm recently announced plant to market the Video Long Play (VLP) TV disk system the next two or three years, offered some reasons why he feels the disk will come out ahead in the consumer market but why Norelco will also be involved in tape and film.

"The introduction of this system will not be for several years," Citron says, "but I can easily foresee the day when it will become a mass marketing item.

"Initially," he continues, "the system will sell in the neighborhood of a quality TV and with the economies of production, that price will eventually drop. Once the price moves over $700, consumer interest begins to trail off."

The disk is a playback only system, and many see the recording feature as the feature that will draw the consumer into the video marketplace. Why does Citron think VLP will do this?

"With a video record," he says, "you purchase it with something produced on it and you take it home with the idea that you're going to play whatever is on that record. To record yourself, while it is an advantage of tape and film, you need a camera. This is not inexpensive. The hardware is not inexpensive either. The point is, you're asking a guy to make a $1,000 plus investment and then he has to buy the camera. I don't know many consers who are able to put this kind of money down and then begin paying the present rates for tape. That's why I don't see a hell of a consumer market for tape."

Citron explained some of the merchandising and programming thoughts for the VLP. "I see the hardware sold where components and TV sets are sold now. The disks would be sold in the same manner as audio records, in the record and tape departments and furnished on a direct basis and through software distributors. From a merchandising standpoint, I would like to see the software pretty damn close to the hardware.

"As for programming, I don't see movies. If you've seen a movie six months ago, you might want to see it one more time. Then not for quite a while. I would imagine. This is a completely new concept and medium and you're going to have to develop new types of programming.

"What I do see is a great amount of instructional material and other programs including travelogues and programs produced with popular entertainers for the disk. We can store 67,500 images on a disk and this means we can literally read out frame by frame. You could take the entire art collections of the world's 50 greatest art museums and store them on one record. When you want to see a particular picture, you index via an electronic keyboard to where that picture is."

As for consumer outlets, Citron sees initial outlets as the "class department stores, specialty shops and so forth. When the price drops a bit, the volume merchandisers should do very well with this."

Concerning distribution for the disk, Citron says it is "much more analogous to the audio record than videotape to audio tape because of the cost of manufacturing (which is close to the cost of making an audio disk) and at retail, the physical configuration and the market to which it is appealing. Look for the mass market price to run from $250 to $400 for the hardware and from 99 cents to $12.98 for the software."

Norelco is involved in tape and film also, with film aimed almost entirely at the industrial market and tape aimed at both, but primarily industrial.

"Super 8mm is a world standard," Citron says, "and there are advantages in taking an existing accepted format. There are no compatibility problems, for example. You can also get your slow motion and any other variation and there is tremendous economy."

As for tape, "This could be a consumer item but we see our VCR going about 80 percent industry and education. The cost is the real prohibitive factor here.

"I don't know of anyone else involved in tape, film and disks," Citron adds, "with the possible exception of RCA. We do see advantages in all three formats and I don't see the three as being mutually exclusive of one another. The same person could own more than one. It's a matter of what does the job best. After all, the same person may own a car, plane and bicycle."

8-TRACK BLANKS
LOWEST PRICES AVAILABLE
Bulk or prepack • Name Brand Cartridges
1st Quality low noise Tape • Exercised to Foil
28 to 88 min. lengths in stock
DIRECT FROM MANUFACTURER
No Order too small • Fully Guaranteed
ELECTRO-DUPE SOUND DEVICES, INC.
825 ANNA ST., ELIZABETH N.J. 07201
(201) 527-0810

when answering ads . . . **Say You Saw It in the Billboard**

Watts Record Care.
The industry's hottest line for '73!

In case you haven't noticed, **record care** has become a multi-million dollar business.

Remember when only the serious record collector used Watts record care equipment? That's all in the past. Today, Watts is being snatched up by the entire record buying public. Especially young people — both on and off the campus. Keener ears are aware of the better sound from records receiving the Watts treatment. And they've been making Watts' sales soar. We have created a Watts merchandiser display rack in two sizes. Both are designed for a **fast profit buck.** They deliver: (1) rapid turnover; (2) high profit margin; (3) repeat business; (4) impulse sales . . . with a minimum of investment and care.

Find out how you can get your share of this mammoth market. Return the coupon today. Watts record care products are available through leading jobbers and distributors.

Elpa Marketing Industries, Inc., New Hyde Park, New York 11040.

Watts
for the life of your records

Cecil E. Watts
RECORD CARE EQUIPMENT
The only way to clean maintain and protect your records

Mr. Bud Childs, President
Elpa Marketing Industries, Inc.,
New Hyde Park, N. Y. 11040

Dear Bud:
I'd like to get started with Watts Record Care Equipment.

☐ Have a salesman visit me.
☐ Please telephone me at _____
☐ Send more details on Watts Record Care.

Company_____
Address_____
City/State_____ Zip_____
Authorized by_____

U. K. Auto Fair Oct. 24-28

LONDON—Several record and tape companies will again be exhibiting product at this year's Audio Fair which opens on Oct. 24 and runs until the 28th. The displays in all cases will be confined almost exclusively to cassettes and cartridges—there is a general feeling amongst manufacturers that from the trade point of view particularly, it is better to promote tapes than records at the fair.

Explained Shaun Greenfield, product manager for RCA, which will be taking a stand for the second year running: "A lot of audio dealers come to the fair who are probably not interested in records but could be potential tape retailers. We feel that the show is a good opportunity to introduce them to the RCA tape catalog and hopefully open new accounts."

RCA will be on stand number 11, which will occupy an area of about 440 square feet and which has been designed by Peter Reed of Service Photography, to display the firm's catalog of cassettes and cartridges.

There will also be demonstration equipment on the stand to enable visitors to listen to tapes. Apart from a couple of Moog LPs, the display will not include any records.

Precision will have a substantial stand which has been designed by Peters Displays and which will occupy an area of over 1,000 square feet. Stand number is 21.

On display will be a large range of Precision cassettes and cartridges together with a selection of blank tapes and accessories such as carry cases and head cleaners. There will be a demonstration room fitted out with both cassette and cartridge playback equipment, wall charts showing the inside of cassettes and cartridges and a demonstration film. Like last year, Precision is hoping to arrange a press conference stand by personalities and artists.

Although British Decca Records will not be having its own stand on the fair, the firm's tape marketing manager Graham Smith will be putting on a small display of software on the Deccasound stand which will be exhibited by the company's range of audio and tape equipment.

EMI, too, will be using its hardware and raw tape division's stand to promote cassettes and cartridges and will also have leaflets and displays of product available featuring Audio and BSR stands. EMI tape marketing manager Barry Green told Music Week that he is hoping to arrange some sort of special offer with BSR involving EMI tapes and the hardware firm's new 8-track cartridge home system which is being unveiled at the fair.

Soho Records will again have a "shop" in the fair where visitors will be able to buy items from an extensive stock of records and tapes.

U.K. and U.S. Companies Joint Japanese Venture

By HIDEO EGUCHI

TOKYO—A & A Trading Corp., an American company will team up with its British manufacturer BSR, Ltd. to sell automatic record changers to the Japanese consumers, according to an announcement made here on the eve of the opening of the '72 Japan Electronics Show in which the products were demonstrated.

BSR, Ltd. announced that it would set up a joint venture here with A & A Trading Corp. for the sales of BSR products in the Japanese consumer market. John R. Ferguson, president of BSR, Ltd., will assume the post of president of the new firm, it said.

The new joint venture firm, named BSR (Japan) Ltd., will be capitalized at 180 million yen (about $600,000). Its corporate shares will be owned in a 50-50 ratio by BSR, Ltd. and A & A Trading Corp. It was due to be approved by the Japanese Government's Foreign Investment Council to start business by the end of last month.

According to BSR, it exported 670,000 automatic record changers to Japanese original equipment manufacturers (OEM) but the units were incorporated into Japanese OEM export products and have not been marketed directly to the Japanese consumer.

Japanese consumers have long been in favor of single turntables and have shied away from automatic record changers. But the market is changing, S. David Feir, vice president (OEM) BSR, has told Billboard at the '72 Japan Electronics Show.

BSR, Ltd. participated in a previous show, when the company was represented by A & A Japan, Ltd. of Tokyo.

BLANK CARTRIDGES

Best quality—lowest prices

—Lear 8-track cartridge, 26¢

—Lube tape 3600 ft., 6½¢ per 100

—Lear 8-track loaded, 75¢ up

—Ampex cassette, 71¢ up

—Head cleaners, 55¢

Write or call:

SG Cartridges
2709 Armory Road
Wichita Falls, Texas
(817) 767-1457

WRITE FOR YOUR FREE CATALOG!

ASK THE MAN WHO KNOWS

. . . what's new in domestic and imported cartridges . . . and how to identify what's needed with Pfanstiehl's new cartridge catalog.

Pfanstiehl

FACTORY-TO-YOU SALES REPS.
KNOW all about cartridges and will simplify your merchandising problem!

PFANSTIEHL 3300 WASHINGTON ST. • ROX #98 WAUKEGAN, ILLINOIS 60085

BUY DIRECT AND SAVE $$$

#54 8-Track CARRYING CASE
Holds 24 8-Track Tapes
QUANTITY BUYERS
ONLY $2.50
25 to 50 $3.25
50 to 100 $3.00
100 and up $2.50
Tractor Trailer Loads
Approx. 3,000 pcs.
Write For Pricing

Custom Case Mfg. Co., Inc.

Wanted: Distributors, State-wide master distributors and Reps.

6232 Bragg Blvd.
P.O. Box 3625, Fayetteville, N.C.
Phone: Area Code 919-867-6111

Private labeling done

Hitachi Warns U.K. $ Hike; Starts $720,000 Campaign

By RICHARD ROBSON

LONDON—Hitachi has warned its dealers that further increases in the prices of the company's cassette and cartridge units will have to be made soon. In a dealer newsletter sent by the firm to all Hitachi outlets, the company says that following the floating of the yen and then the pound "we will have to be some increases." The company also announced a new ad campaign.

The newsletter continues: "The floating pound . . . is in effect a pound devaluation, as will be confirmed in the course of time, and all imports are inevitably affected, including Hitachi's."

"We shall endeavor to hold prices and there will certainly be no immediate adjustments as we have always based our sales policy in the U.K. on quality and reliability and not on price advantage."

Hitachi also unveiled this week details of a $720,000 Press advertising campaign which is part of a major effort being made this autumn by the firm to boost sales of all its audio products. Through the campaign, Hitachi is aiming to reach 30 million readers.

Space has been booked in the Sunday Mirror, Sunday Express, Melody Maker, New Musical Express, Weekend and Sound & Picture Tape Recording to promote the company's domestic and portable tape units while a separate campaign featuring Hitachi's in-car entertainment products is running in the motoring Press, Penthouse and Illustrated London News.

To back-up the Press campaign, Hitachi has organized a series of trade shows so that local dealers can see and assess new products. The shows will also enable retailers to learn at first hand about Hitachi's future marketing and sales plans.

Meanwhile, Stan Fenner, Hitachi's general manager, sales, has been appointed to the Board and now assumes the title sales director. Fenner has been with Hitachi since the company started its own independent U.K. operation.

Japanese Labels Push 'Q'

TOKYO—A total of 17 out of 211 titles listed in the new '72-'73 "Music in Japan" catalog are 4-channel (14 regular matrix and 3 SQ) and most of the 57 tape titles are available in 8-track and/or cassette form but only two open reel titles are listed. The catalog is published by the Japan Phono Record Association.

The English-language brochure features over 268 different recordings, many of them of interest to Americans of Japanese ancestry, with black-and-white illustrations of the colorful record jackets and tape cases as well as brief annotations on each album. No prices are listed, however.

Most of the albums comprise recordings of Japanese vocal and instrumental pieces old and new, of Japanese artists' renditions of international pop, jazz and classical compositions. Seven 12-in. stereo discs recorded in Japan by European classical artists and several "non-musical" sound recordings, e.g., of Japanese birds and steam locomotives, are listed. One monophonic LP was recorded in China, so the manufacturer claims.

None of the 211 discs listed in the catalog are 12-in. stereo LPs. There is one color video tape recording.

The albums are listed, not by category but under the names and addresses of the Record Kyokai's 14 member manufacturers who produce discs and/or tapes for export from Japan to the U.S.

The 14 manufacturers are (in alphabetical order): Aoshima Audio Industrial Corp., Canyon Records, CBS/Sony Records, Inc., King Record Co., Ltd., Nippon Columbia Co., Ltd., (Denon label), Nippon Crown Co., Ltd., Nippon Phonogram Co., Ltd. (Philips), Polydor K.K., Pony Inc., Teichiku Records Co., Ltd., Toshiba Musical Industries Co., Ltd., Toshiba Musical Industries, Ltd., Victor Musical Industries, Inc. (JVC/Nivico), and Warner-Pioneer Corp.

Tape Happenings

PANASONIC will introduce a special stereo sound center to showcase Model CX-601, four channel car/home stereo tape player at the Consumer Electronics Accessories Show, Los Angeles, Nov. 13-15. The 8-foot booth has been created to simulate the natural 4-channel sound heard in the automobile, and will also provide a feeling of what it is like to be in the midst of the concert hall. The consumer products division of **Robins Industries Corp.,** has appointed **George M. Cornwell Sales,** as its sales representative in eastern Pennsylvania, southern New Jersey and Delaware. The firm will operate out of offices in Hatfield and Newtown Square, Pa., and Cinnaminson, N.J. . . . Motorola automotive products division has named **Harry Smith Auto Supply,** Inc. of Long Island City, as its distributor for Motorola car stereo tape players and car radios in New York City's metropolitan area. The firm replaces **Falcon Bros.** of Lynbrook, L.I. Suggested territory for the new distributor consists of Manhattan, the Bronx, Queens and Brooklyn, as well as the neighboring counties of Nassau, Suffolk and Westchester. The Smith Co. is in the process of preparing a special display room for Motorola's automotive sound products at its Long Island headquarters. The **Matsushita Electric Corp. of America** (Panasonic), has been granted a temporary injunction by the New York State Supreme Court against **Jamaica Gas & Electric** of Great Neck, Inc. The injunction developed out of a suit brought by Panasonic in a move to restrain Jamaica Gas & Electric from selling Panasonic products below fair trade prices. In granting the injunction, the court noted that Jamaica Gas & Electric has failed to prove its assertion that

(Continued on next page)

Panasonic does not diligently enforce its fair trade program in New York. . . . The Sony Corp. of America has obtained permanent injunctions against five New York City retailers barring them from selling Sony products below fair trade prices. The dealers are **Toby Electronics, Inc.,** 565 Fifth Ave., N.Y.; **Victor's 7th Ave. Inc.,** 707 Seventh Ave., N.Y.; **Whitic Electric Appliance Co. Inc.,** 1694 Second Ave., N.Y.; **Whitehall Jewelry & Appliance Co. Inc.,** 74 West 23rd St., N.Y.; and **Yorkville Radio & Camera, Inc.,** 1516 Broadway. The injunctions were obtained with the consent of the

becht electronics

8-TRACK DUPLICATORS
PROFESSIONALS PREFER

MODEL BE-1010
A PROVEN PERFORMER FOR A MODEST PRICE

becht

3515 BURBANK BLVD
BURBANK, CALIF 91505
PHONE (213) 842 2144

Motel Offers 'Free Movies' Via Cassettes

By RADCLIFFE JOE

NEW YORK—Creative Cine-Tel, Inc., has developed a program through which it will offer, on videocassettes current feature motion pictures, never seen on commercial television, without charge to hotel and motel guests around the world.

Using the Sony U-Matic videocassette system, the first "free-movie" offering will be screened Oct. 22, at Downtowner Inns in Denver, Memphis, Milwaukee and St. Louis.

Speaking at a press conference specially convened to debut the project, Ernest Bogen, president of Creative Cine-Tel, said the system will carry no commercial advertising, and will not be appended to hotel guest bills; but will be treated as any cost inherent to the operation of a hotel, such as air-conditioning, regular television or soap.

Under the Cine-Tel programming plan, which is being handled by the firm's New York and Los Angeles offices, a guest staying in a hotel for two days would have a choice of four first-run motion pictures. Films will run for 18 hours a day.

According to Bogen, agreements have already been reached with major motion picture studios for the release of motion pictures. National General Pictures Corp. will furnish the first features to be shown.

Auto Console

Equipment for the Cine-Tel concept includes four Sony U-Matic Videocassette players, and an automatic console system developed by TeleMation, Inc., of Salt Lake City, which connects to the hotel's master TV antenna. The TeleMation system provides automatic switch-over from one videocassette to another than allowing the guest to view the movie without interruption.

Bogen who sees the project as one of the most innovative entertainment plans ever conceived for hotel and motel operators, predicted that within a year the Cine-Tel system will be adapted by hundreds of hotels and motels around the world.

In addition to the Downtowner Inns which will inaugurate the plan this month, other Downtowner Inns in about 84 cities are expected to provide the service by early 1973.

Other hotel chains involved in utilizing the system during the coming year include the Imperial Hotel in Tokyo and the Bahama Development Corp. According to Bogen, agreements, in principle, have been reached with both these organizations.

Meanwhile, Cine-Tel has signed an agreement with TeleMation authorizing the latter company to provide and service the free movie equipment in all hotels. The firm has branch offices throughout the U.S., as well as in Brazil, Colombia, Mexico and the British Isles. It is also represented by over 40 franchised dealers and distributors around the world. These dealers and distributors will be used by Cine-Tel as distribution outlets for the films.

Singer Co. Sells KLH

NEW YORK—The Singer Co. has sold KLH Research & Development to Eastern Air Devices Inc., for more than $6 million. KLH is a major manufacturer of hi-fi components for the consumer electronics market.

It is understood that despite the change of ownership, KLH will continue to operate autonomously, with Irving Grossman as its president. Grossman, it was disclosed, has signed a long-term employ-

(Continued on next page)

Tape Happenings

● *Continued from preceding page*

dealers and their attorneys. . . . Dubbings Electronics has acquired the production facilities of Plastic-Ware, Inc., of Bronx, N.Y. The company manufactures 8-CD cassette, cassette components, Norelco boxes, and Ampex-type boxes. Dubbings will now manufacture all these items, and, according to Michael Thaler, Dubbings president, will continue to provide the same service that Plastic-Ware customers have been receiving. A-V Tape Sales of Fort Lee, N.J., will continue to represent Dubbings for the company's blank cassettes, as well as for the former Plastic-Ware products.

We set out to build a better mouse trap.
We wound up building a better mouse.

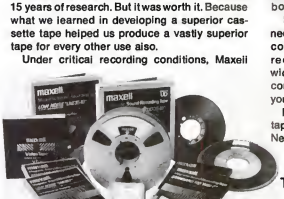
Actually, it was a better cassette we were trying to build. And we succeeded. But first we found we had to develop a new kind of tape.

You see, to achieve the higher quality reproduction characteristics we were seeking, the miniature cassette tape had to have a far denser pattern of oxide particles than ordinary tape.

Developing this new denser-pattern tape took 15 years of research. But it was worth it. Because what we learned in developing a superior cassette tape helped us produce a vastly superior tape for every other use also.

Under critical recording conditions, Maxell tape has been found to have an unparalleled smoothness of response within the complete 20-20,000 Hz response curve. Plus excellent low and high end frequency response. The noise and distortion figures are also excellent. There is an overall smoothness and consistency in Maxell tape that is both remarkable and reliable.

Maxell makes a tape for virtually every need. A complete range of audio recording tape: cassettes, cartridges, reel-to-reel, mastering (all widths) and bulk. Then there's Maxell video tape, computer cassette tape and, well, every kind you can think of.



For more information about the Maxell line of tape, write: Maxell, 501 Fifth Avenue, New York, New York 10017.

maxell.

The answer to all your tape needs.

Maxell Corporation of America, 501 Fifth Avenue, New York, N.Y. 10017

SPECIAL MERIT PICKS

POPULAR

OSIBISA—Heads, Decca DL 7-5368 (MCA)
The popular British-based West Indian group scores again with their unique mixture of African music, rock and hip reggae. A top attraction overseas for several years, this set should give them a strong boost in the U.S. Standouts include "Kokoroko," "Sweet America" and "The Coe Kute," which allows all seven members to show themselves off.

FRANCIS LAI—French Themes, United Artists, UAS 5630
The beautiful lush and plush instrumentals of Francis Lai would please anyone. Tunes include "Love Is Far Stronger Than We," "The Telltale," and "Snow Frolic," but nearly every tune features that Lai magic.

JAMES GARNER—Love Songs From the Movies, Kirshner KES 116 (RCA)
Old and new movie love themes are showcased here and all beautifully done by the warm voice of James Darren, "A Man and a Woman," "Love Story" "As Time Goes By" each receive super readings. "Theme Reverse for Little Girls" and "For All We Know" highlight this strong package. Should be a favorite with MOR programmers exposing it to heavy sales.

WATCHPOCKET—TMI TMS 1001 (RCA)
"On the Run," "Red Water," "Good Time Tomorrow"—these are the highlights on this LP, all of which warrant progressive FM airplay. The LP has that Steely Dan-type touch, which has worked magic for countless artist-and groups in the past.

KAPT. KOPTER AND THE (FABULOUS) TWIRLY BIRDS with Randy California—Epic EE 31755 (CBS)
One of the mainstays of the original Spirit, California has produced a fine rock set, highlighted by excellent interpretations of others works. Most notable are his versions of "Tomorrow Never Knows," Child Bearer," "Dry Tripper" and an eight-minute version of the Beatles' classic, "Day Tripper." "Downer" is also a highlight.

MEMPHIS SLIM—Real Folk Blues Session, Warner Bros. BS 2464
One of the classic figures in urban blues, Memphis Slim here enlists the help of Buddy Guy and Junior Wells in producing an exceptional blues set. A fine pianist as well as singer, Slim demonstrates his talents on "Miss Ruby Blues," "Come To Town," other standouts include "How Long Blues" and the classic "Roller and Tumblin'."

SUNHILL ROAD—Kama Sutra KSBS 2061 (Buddah)
With production help from Kenny Rogers, Glenn Leonard, Steven Goldrich and Sol Guyton have put together a fine country-rock LP with these three and Stevens as well all playing a variety of instruments. Leonard, who wrote all the cuts, shows ability in this area, particularly with "42nd Street," "Medness" and the humorous "Suck When My Hair Was Short."

COUNTRY

GEORGE JONES—Take Me, RCA LSP 4787
"Take Me," "Gonna Take Me Away From You," and "Am I That Easy to Forget" are the textured tunes on this LP at this point, each tune has to be considered almost a George Jones collector's item.

JEANNE PRUETT—Love Me, Decca DL 7-5360 (MCA)
A stirring, stirring effort for the debut songstress Pruett. Besides the title tune of "Love Me," this LP has "Hold to My Unchanging Love" and "Stay on His Mind," both of which warrant country music airplay.

HERE'S JOHNNY BUSH—Starday SLP 475 698
Johnny Bush with such tunes as "I'll Worry Over You Tonight," "Whiskey Talk" and "Stay Out of My Dreams Till I'm Gone Home to an Angel," I think this LP proves he has talent all along.

RELIGIOUS

GEORGE BEVERLY SHEA—The King Is Coming, RCA LSP 4782
George Beverly Shea, with amazing grace, continues to deliver his spiritual messages in fine voice. In this LP, he has so-called, "The King Is Coming" in virtually a masterpiece of this art form. "Pass It On" and "Jacob's Ladder" are also featured.

CLASSICAL

GREAT MOMENTS FROM THE PROMENADES—Royal Festival Hall, Columbia MG 31415
An excellent idea—a collection of shorter pieces from the concerts at Royal Festival Hall, conducted by Sir Malcolm Sargent. Philharmonic and the Columbia Symphony are featured, plus soloists and orchestra. Other works include "Les Toreadors" from "Carmen."

JAZZ

HEWPORT ALL STARS—Tribute to Duke, Sony SOPJ 93
Recorded live in Basel, Switzerland, the Newport All Stars pay tribute to Duke Ellington. All Stars they are, with the likes of Dizzy Gillespie, Clark Terry, Thad Jones, Ronnie Boykins, Buddy Tate's salute of Ellington's "Day Dream" is an outstanding performance, plus lovely renditions of "Sitting and A'Rockin'" and "Sweet Georgia Brown." A welcome addition to any jazz collector's shelf.

★★★★ 4 STAR ★★★★

POPULAR ★★★★

VARIOUS ARTISTS—You Must Remember This, Vol. 1, Ref. 6073
VARIOUS ARTISTS—You Must Remember This, Vol. II, Ref. 6078
LENNY DEE—Where Is the Love, Decca DL 7-5366 (MCA)
LEXIA—MGM MV 5086
MYSTIC MOODS ORCHESTRA—Highway One, Warner Bros. BS 2465
MANUEL & THE MUSIC OF THE MOVIES—King KLP 1145
LITE STORM—Warning, Beverly Hills BM 1135
RANDY HOLLAND—Cat Mind, Mother 1050
KRAAK CAFFET—Decca DL 7-5364 (MCA)
101 STRINGS—Award Hits From Broadway and Hollywood, Alshire S 5061
FIRST MODE QUARTET—Pop Corn, Audio Fidelity AFLP 6254

COMEDY ★★★★

REDD FOXX—And All That Jazz, Dooto DTI 854

FOLK ★★★★

J.E. MAINER—At the Mountaineer with Monte Herbert—The Gospel of/Vol. 15, Rural Rhythm RR-ITEM 248

CLASSICAL ★★★★

BACH/MOZART: CONCERTOS FOR THREE PIANOS AND ORCHESTRA—Robert, Gerry and Jean Casadesus/Philadelphia Orchestra (Ormandy), Odyssey Y 31538
CHOPIN: CONCERTO NO. 1 IN F MINOR/LISZT: TOTENTANZ—Rudolf Kratlsovsky/Ormand;y The Philadelphia Orchestra, Odyssey Y 31535
MUSIC FOR SOLO FLUTE—Ransom Wilson, Orion ORS 7280
DOWLAND: LUTE SONGS & DANCES—Various Artists, Orion ORS 72102
STRAUSS: THREE GRAND WALTZES—Joel Krosnick, Cello/Cameron Grant, Piano, Orion ORS 7290

SOUL ★★★★

FATBACK BAND—Let's Do It Again, Perception PR 10040 (Fantasy)

JAZZ ★★★★

GENE AMMONS—Free Again, Prestige PR 10040 (Fantasy)

COUNTRY ★★★★

FREDDIE HART, SAMMI SMITH & JERRY REED—Just Us Three, Harmony H 31499
DON GIBSON—Sample Kisses, Harmony H 31765
BOB MURPHET—Bob Murphey Country, Lemon LS 2000

Sony Continues to Thrust In Industry, Teaching TVC

• *Continued*

for $275 and rents for $30). Modern Video Center lists six sports features. Univision lists eight football and 10 basketball programs and refers to its adult series of X and R rated films varying in length from 60- to 90-min.

New Blanks

Sam Liptak, marketing manager, Channel One, Pittsburgh, the only prime duplicator here, said Sony's introduction of blanks for the U-100 duplicator (which has an initial list price of $80,000) is an effort to standardize duplication quality, since many firms duplicate with individual U-Matic player-recorders. This, Liptak said, can possibly result in cassettes that will not play properly on other machines. A Sony spokesman said efforts to promote duplication via D-100s would offer copyright protection. It is also understood that the D-100 oriented blanks will enhance Sony's S/T Videocassette Duplicating Corp. involvement.

ACTION Records

NATIONAL BREAKOUTS

SINGLES

There Are No National Breakouts This Week.

ALBUMS

GEORGE CARLIN . . . Class Clown, Little Davis LD 1004 (Atlantic)
GRAND FUNK RAILROAD . . . Phoenix, Capitol SMAS 11099

REGIONAL BREAKOUTS

SINGLES

DANCING IN THE MOONLIGHT . . . King Harvest, Perception 515 (Criterion, BMI) (SEATTLE)

ALBUMS

There Are No Regional Breakouts This Week.

Bubbling Under The HOT 100

101. THEME FROM "THE MEN" . . . . . **Isaac Hayes, Enterprise 9058 (Stax/Volt)**
102. STOP DOGGIN' ME . . . . . **Johnnie Taylor, Stax 0142**
103. WHAT AM I CRYING FOR . . . . . **Dennis Yost & the Classics IV, MGM South 7002**
104. LONG JOHN SILVER . . . . . **Jefferson Airplane, Grunt 12-0506 (RCA)**
105. HARD LIFE, HARD TIMES . . . . . **John Denver, RCA 74-0801**
106. TOGETHER ALONE . . . . . **Melanie, Neighborhood 4200 (Buddah)**
107. I AIN'T NEVER SEEN A WHITE MAN . . . . . **Wolfman Jack, Wooden Nickel 73-0101 (RCA)**
108. SIXTY MINUTE MAN . . . . . **Trammps, Buddah 221**
109. HEY, YOU LOVE . . . . . **Mouth & MacNeal, Philips 40717 (Mercury)**
110. PEOPLE TREE . . . . . **Sammy Davis, Jr., MGM 14426**
111. SUPERSONIC ROCKET SHIP . . . . . **Kinks, RCA 74-0807**
112. IT NEVER RAINS IN SOUTHERN CALIFORNIA . . . . . **Albert Hammond, MUMS 74-0811 (CBS)**
113. ANYWAY THE WIND BLOWS . . . . . **Gross Roots, Dunhill 4235**
114. ITCH & SCRATCH . . . . . **Rufus Thomas, Stax 0140**

Bubbling Under The TOP LPS

201. GINGER BAKER . . . . . **Stratavarious, Atco SD 7013**
202. JOHNNY MATHIS . . . . . **Song Sung Blue, Columbia KC 31636**
203. CASEY KELLY . . . . . **Elektra EKS 75040**
204. TERRY KNIGHT & THE PAK . . . . . **Merk, Don & Terry 1966-67, ABKCO 4127**
205. GLASS HARP . . . . . **It Makes Me Glad, Decca DL 7-5388 (MCA)**
206. ROAD . . . . . **Natural Resources, NP 1001 (Metromedia)**
207. CHI-LITES . . . . . **Their Greatest Hits, Brunswick BL 754184**
208. GLADSTONE . . . . . **ABC ASCX 751**
209. BIRTHA . . . . . **Dunhill DSX 50132**
210. SYZE . . . . . **Wooden Nickel, WNS 1008 (RCA)**
211. HOT BUTTER . . . . . **Popcorn, Musicor MS 3242**
212. MASK VOLMAN & HOWARD KAYLON . . . . . **The Phiorescent Leech & Eddie, Reprise MS 2099**
213. TONY BENNETT . . . . . **All Time Greatest Hits, Columbia KG 31494**
214. WOLFMAN JACK . . . . . **Wooden Nickel, WNS 1009 (RCA)**

Singer Co. Sells KLH

• *Continued from preceding page*

ment contract with the company.

The sale of KLH is the latest move by Singer to divest itself of its interest in the consumer electronics business. Sources close to the company disclosed that Singer has so far relinquished about 90 percent of its private-label product, and hopes to be completely out of the business by the end of this year.

KLH sales during fiscal year ended Jan. 1, 1972, total 13.4 million, with pre-tax earnings before allocation in excess of $1.5 million. The line had been manufactured by Panasonic for Singer.

It is understood that Eastern Air Devices also has an option to purchase H.H. Scott, another major manufacturer of high fidelity consumer electronics equipment, but is hesitating because of Scott's current financial situation. The company is, however, offering technical and financial assistance to the firm.

Eastern Air Devices is a manufacturer of home entertainment equipment and other consumer electronic products.

ADMIRAL'S first television receiver with Curtrivision is a 25-inch Mediterranean-styled console with Super-Solarcolor picture tube.

Dear FIND Dealers:

The new FIND Catalog is all set for an early November issue date and promises to be a super package. A new section has been added which will be devoted entirely to JAZZ which shows indications of coming on strong again. Many major record companies have taken full pggs ads in this FIND issue as have some leading recording artists. This catalog will be much larger, product-wise, and our computer people tell us 5,500 items were just put in last month alone!

Make sure to rots on your order if you wish same to be shipped back to you via UPS. The service is great and you can guarantee 3 day shipping service beck. In many cases the postage is the same for UPS as it is for regular 4th Class Mell. Check with your local post office end UPS for full details. Fast, accurate service is guaranteed by FIND if you will please write down this MIC numbers on all orders you submit. Excellent results have been experienced by those dealers who give us as much info as possible on their orders.

Good selling!

Candy Tuskon

FIND Service International
P.O. Box 775
Terre Haute, Indiana 47808
AC (812) 466-1282
and
FIND Service International
9000 Sunset, Suite 415
Los Angeles, California 90069
AC (213) 273-7040
Candy Tuskon

MARKETPLACE

CHECK TYPE OF AD YOU WANT:

- ☐ REGULAR CLASSIFIED—50¢ a word. Minimum $10.00. First line set all caps. Name, address and phone number to be included in word count.
- ☐ DISPLAY CLASSIFIED AD—One inch, $25.00. 4-time $22.50; 26-time $21.25; 52-times 18.00. Box rule around all ads.
- ☐ Box Number, c/o BILLBOARD, figure 10 additional words and include 50¢ service charge for box number and address.

DEADLINE—Copy: 4:30 p.m. Tuesday, 11 days prior to date of issue.

CASH WITH ORDER, Classified Adv. Dept., Billboard.

ADDRESS ALL ADS—Erv Kattus, BILLBOARD, 2160 Patterson St., Cincinnati, Ohio 45214 or telephone Classified Adv. Dept., 513/381-6450 (New York: 212/757-2800.)

Check heading under which ad is to appear

(Tape & Cartridge category classified ad not accepted.)

- ☐ Distribution Services
- ☐ Record Mfg. Services, Supplies & Equipment
- ☐ Help Wanted
- ☐ Used Civic Machine Equipment
- ☐ Promotional Services
- ☐ Business Opportunities
- ☐ Professional Services
- ☐ For Sale
- ☐ Wanted to Buy
- ☐ Publishing Services
- ☐ Miscellaneous

Enclosed is $_____ ☐ Check ☐ Money Order.

PAYMENT MUST ACCOMPANY ORDER

NAME

ADDRESS

CITY _____ STATE _____ ZIP CODE

TELEPHONE #

FOR SALE

A unique, new wholesale source !

attention tape dealers

NOW . . .
Yoo, too can get low INSIDE PRICES on cutout, dump budget tapes in all categories on 8-track or cassette tape.

no bootlegs!

CURRENT HITS—
All the latest releases by the original artists on the original labels at BOTTOM PRICES!

Write or call TODAY for free catalog and price list!

Nationwide Wholesale Distributors

600 - 612 MONTGOMERY ST.
ALEXANDRIA, VIRGINIA 22314
PHONE: (703) 683-4701

FAIRCHILD 663 LIMITERS — FIVE available at $100.00 each; Fairchild Model 660 dynamic tape recorder available at $150.00. Contact: Sound Service Equipment, P.O. Box 2128, Garland, Tex. 75041. (214) 278-0536. no6

AMPEX PARTS, HEAD STACKS AND Electronics. Immediate delivery. Write for free price guideline. Ampex Sound Corporation, P.O. Box 2128, Garland, Tex. 75041. Tel.: (214) 278-0536. no6

PUBLISHING SERVICES

MY BUSINESS ADDRESS HAS BEEN moved. I'm ready to publish your song! Send me a cassette of your best song(s) or audio in this office. Write: Dennis Music Publishing & Producing Co., P.O. Box 1, Bellaire, Ohio 43906. Special offer: Package of three hard to get Country Music records, including "I Married A Hillbilly," only $3.00. Check or money order. no13

HELP WANTED

MANAGER OF ROYALTIES AND COPYRIGHTS

Large record company

Must be extremely knowledgeable and competent in all areas of royalties and copyrights as it pertains to the record industry.

Highest salary plus excellent benefit package.

Replies: BOX 617
c/o Billboard, 2160 Patterson St., Cincinnati, Ohio 45214
oct1

DISTRIBUTING SERVICES

ATTENTION, RECORD OUTLETS. We have our largest selection of rare and hard-to-find 45 and 33 1/3 rpm albums, latest label LP listings at promotional prices. Send for free listings. All orders welcome. Music Exchange, Inc., 1158 W. Elizabeth Ave., Linden, N.J. 07036. tfn

RECORD DISTRIBUTION
over the U.S.
on your masters of albums.
We pay 5% royalties on sales or pay royalties on good material; lend all records now for review to
MUSIC ROYALTY DISTRIBUTION, LTD.
P.O. Box 74933
Oklahoma City, Okla. 73127
A.C. (406) 531-9758 no6

WHILE OTHER PEOPLE ARE RAISING their prices, we are lowering ours. Right label LP's are now at $1.00. Your choice. Write for free listings. Seagrave Music Corporation, 6615 Lincoln Drive, Philadelphia, Pa. 19138. Dealers only. tfn

DISTRIBUTING SERVICES—LOOKING for one stop with fastest service, lowest prices, free phone calls, plus special buys and sidebars. Call collect or write: Maisman Record Distr., 1690 21st St., Santa Monica, Calif. 90404. (213) 828-7395. tfn

FOR LEASE

D.C. STUDIO IDEAL FOR RECORDING OR BROADCASTING

FIATIONAL PUBLIC RADIO is moving their Washington,DC. headquarters to larger facilities. Our former space is available for lease including a modern air-conditioned studio(12x18') and associated control room(15x11'). Location great! Facilities only 15 months old. Occupancy Jan.1973. Present equipment negotiable. Contact: Charles Herbin(202)833-1240

RECORD PRESSING

RECORD PRESSING & TAPE DUPLICATION. Highest quality pressings, low prices, fast service. Crown Record Mfg., Inc., New York City 10012. (212) 247-0124.

SITUATIONS WANTED

SALES MANAGER AVAILABLE IMmediately. Experienced in promotion and AM and TV. National regional sales management. Will relocate. Resume necessary. Over three national campaigns down 19%. Average increase up 42%. Reply: Box 2128, Billboard, Tyler, Tex. 75701. Phone: (214) 592-6366. oct14

MISCELLANEOUS

BILLBOARD IS ON MICROFILM:

Back copies of BILLBOARD are available on microfilm dating from November 1894 to December 1972.

Microfilm copies of articles from any of these issues may be obtained from Billboard Publications at a cost of $1.50 per page up to 5 pages.

For prices on additional copies and for further information contact:

Andy Tomko
General Services
Billboard Publications
165 W. 46th Street
New York, N.Y. 10036 tfn

BILLBOARD
Group Subscription
Discounts
Save 20% on subscriptions to Billboard for groups of 10 or more. For rates and information write:
BOX 4019
c/o Billboard, 165 W. 46th St.
New York, N.Y. 10036 tfn

YOUR HANDWRITING ANALYZED

Penetrating, in-depth personality profile. Vocational guidance if requested. Could be a whole new slant on yourself. $25. Handwriting Assoc., 250 West 57th St. Rm. 2012 N.Y., N.Y. 10019 oct14

POSTERS, BLACK LIGHTS, INCENSE, beads, patches, stickers and decals. Send for free catalog. (404) 874-6181, B & B Distributors, 863 Peachtree St., N.E., Atlanta, Georgia 30308. tfn

CLOSE-OUT 45s AND LPs. LOWEST prices. Send wants. R&R Records, 3811 Bayard Rd., Upper Darby, Pa. 19082. (215) 352-5445. Ask for Rogerio.

TOPANGA SUN PRODUCTS, INCENSE, essence oils, scented shampoos and bath oils. Send for free information. Tweenys Fine Products, 2 Pine Peachtree St., Hoover, Ala. 35009. (205) 439-5040. oct14

RECORDS-TAPES-CLOSE OUTS! 20,000 IN stock. Send 50¢ for 2,000 listing catalog. Mail orders filled. Record Center, 1595 W. 25th St., Cleveland, Ohio 44113. (216) 241-0197.

GIANT OLDIES CATALOG. 180 PAGES, over 10,000 titles. $2.50 (insert $4.00 value). Specialists in 78RPM Records. Collectibles, 1509 Cleveland, Modesto, Calif. 95350. oct14

GERJAY LINES BY TOP COMEDY writers. Material which is amusing. $5.00. Yearly (13 issues), $25. HUMOR ORIGINALS, Box 814, East Meadow, N.Y. 11554. oct14

PROFESSIONAL SERVICES

PROMOTE YOUR RECORD NATIONALLY

with service to 3000 PD's. Full exposure reaching the "very people you need" by direct phone lines. Call Jim Holt, (213) 463-7178 for this Hot 25 & Second Promotion.

JIM HOLT ENTERPRISES,
4777 Hollywood Blvd.,
Hollywood, Calif. 90029
(213) 463-7178 oow

PROGRAM DIRECTORS: AIRCHECKS of top C & W music radio formats, record by artist, song titles, etc., arranged logically for easy reference by artists, write: Airchex N.Y.C., 17 Sylvan Street, Rivers, Valley Stream, 11581. oct28

SONGWRITERS PUBLISHERS: INTRODucing the Hollywood Load Sheet, a bit sheet for the 70's. Write for free sample and producers kooks for song writers. Inquiries to The H.L.S. 6000 Sunset Blvd., Suite 305, Hollywood, Calif. 90028. tfn

TALENT WANTED FOR RECORDING— Singers, Rock Groups. Forward tape or demos to Gloria Black Record Service, 201 W. 85th St., New York, N.Y. 10024. Or call 212 580-0620 or 373-0038 for appointment. oct21

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

RE-WRAP
ALBUMS AND TAPES
Roll shrink wraps 500 albums for $23.95.
Roll shrink wraps 500 tapes for $13.45.
Dispenser works with either roll, $6.95.
C.O.D. or check with order.
BURKE PACKAGING CO.
Box 159, Carlshad, Calif. 92008
(714) 729-3741 oct14

RECORD PRESSING SPECIALS

Qty.	7" 45rpm	12" 33⅓ rpm
100	$ 89.00	$110.00
200	109.00	139.00
500	169.00	219.00

Write for information for quantities of over 1000, custom labels, stamp, promotion & national distribution. Orders shipped in ten days if accompanied by certified check or money order. THOMAS JEFFERSON RECORDS
Grande Video-Audio Tape Cassette Corp.
760 Blandina St., Utica, N.Y. 13501 oct21

SHRINK WRAP RECORDS AND TAPES professionally. "1" order, master, run and film for 3,000 records or 5,000 tapes, $1,000. Write: Shrink Wrap Records, Hollywood, Los Angeles, California 90028. (213) 469-3371. oow

COMEDY MATERIAL

"FUN-MASTER" SERVICE
Professional Comedy Material
"THE SERVICE THAT'S
MONTHS AHEAD OF THE STARS"
OVER 20 YEARS! SIX 140 A YR.
$48—3 for $11.50 plus 40¢ or less for mailing & handling. C.O.D.'s.
COMEDY TRAINING AVAILABLE
by a real professional.
Result to: BILLY GLASON
2631 Beverly Blvd., Los Angeles, Calif. 90057 tfn

"FREE" CATALOG . . . EVERYTHING for the Dramatic Comedy, books, articles, wild tracks, old radio shows, FCC tests, and more! Write: Command, Box 26340 B, San Francisco 94126. tfn

NEW! 11,000 CLEVER ONE-LINERS! $10. Hilariously funny! Unconditionally guaranteed. Write for free catalog. Desmond Gavin, Box 8784, Mesquite, TX 75150. tfn

WANTED TO BUY

RECORDS WANTED — WE BUY NEW and used record collections for cash. (212) 539-1606, (201) 373-9477. oct14

BUSINESS

BUSINESS OPPO...
Vending and Amusements, sale. Located in Kalispell, Montana. Will train. Terms, with banking, selling. Details, be at your doorstep. Over 250 places now operating. Write Vendors, Box 4128W and 20th Street, Fresno, Calif. 93744. Call or write: Bill Stokes Leasing Co., P.O. Box 1776, Grand Falls, Manit., Canada. Phone (406) 761-5341. International Corporation of Constitution has authorized the legislature to enact laws which will allow gambling. oct14

SCHOOLS & INSTRUCTIONS

ON THE AIR ANNOUNCER TRAINING at ARI features individual, realistic preparation for your Radio-TV career. ARI's engineering program features intensive training for the FCC first phase/ broadcast endorsement exam in 6 weeks! Call (202) 737-2601 toll free for brochure. Write: R.E.I., 1336 Main Street, Sarasota, Fla. 33577. tfn

DISTRIBUTORS

PATCHES $2.10 A DOZEN 1000 OTHER Items. Send for free list. Send $1 for Sample. Quaker Sales, Inc. Verona, New York 10500

INTERNATIONAL EXCHANGE

UNITED STATES

FREE CATALOGS OF THOUSANDS OF Current Magazines. Publishers Exchange, Mooresboro, Rhode Island, Mooresville, 28115. tfn

ENGLAND

STUDIO EQUIPMENT FOR SALE

Complete 8-track Studio set up includes Leevers Rich 8-track recorder just serviced. Latest model (2 years old) new heads, capstan meter etc. Also, custom built 16 input/ 8 outputs mixer—cost £7,000 4 years ago.
4 custom limiters and 4 custom programme equalisers.
Please call London 01-734 5597 and speak to Peter Hazell-Smith. oct14

EXPORTS FROM ENGLAND, ANY quantity of records of cassettes (100-100,000 per order), with best prices for your country. Fast, efficient export service. Experience already considerable in dealings with Europe, America, Canada and Australia. Quotations: Gloucester Record Service, Ltd., Bristol, England. oct28

Radio-TV Mart
See Page 73

One gift works many wonders

UNITED

THE UNITED WAY

'Opry' Convention Retains High Registration Numbers

NASHVILLE—Convention registration for the 47th Anniversary Celebration of the "Grand Ole Opry" is running almost identical to that of a year ago, and another gathering of 5,000 is expected.

E.W. "Bud" Wendell, manager of the "Opry," said this year's convention would have its most selective attendance, and he credit's last spring's Fan Fair for much of this.

"In the past, we have had to reject literally hundreds of applicants for registration because they were fans or were not connected in any way with the industry," Wendell said. "Since this is an industry function, our screening process in recent years has had to be very selective."

He noted that, thus far, only a handful of applicants have had to be turned down. Other pre-registration was made with the proper credentials. As in the past, those who pre-register will have a packet awaiting them at the Municipal Auditorium here, complete with identification badge, a book of tickets, and other materials.

Fan Fair was devised for the consumers, and gave them virtually the same sort of shows, banquets and the like accorded disk jockeys and other music people in October. It also was intended to help hold down the autumn crowds.

Registration is $20.00, with one-half used to help defray the costs of the record company sponsors and the other half placed in the Opry Trust Fund. None of the money is retained by WSM.

It has been pointed out that the fund now has distributed more than $229,000 to families and individuals throughout the nation. Of that amount, $29,775 has been given to 13 people since last year's event. The fund was developed in 1965.

The sole purpose of the fund is to give financial assistance in time of need, emergency or catastrophe to country musicians or their families. WSM underwrites all administrative expenses. The money all is handled by a Nashville bank.

Miss Acuff Sets Talent Agency

NASHVILLE—Formation of A.Q. Talent, Inc., a booking agency, has been announced by Miss Quinnie Acuff.

She will be assisted by Don Helms, co-founder of the Wil-Helm Talent Agency, and a longtime member of the late Hank Williams' Band, the Drifting Cowboys. Helms retained his interest in Wil-Helm with the Wilburn Brothers for 11 years.

Miss Acuff said artists already under contract to her are Charlie Rich of Epic and "Wild" Bill Emerson of Ace of Hearts Records.

Rich will continue to make his home in Arkansas while his bookings are handled from here.

Songwriters Step Up Teaching Processes

NASHVILLE—An advanced course in songwriting technique as well as a repeat of the course involving fundamentals of songwriting will be taught at the University of Tennessee (Nashville Branch) this fall.

The course is taught in cooperation with the Nashville Songwriter's Association.

Of the 93 enrolled in the basic course last spring, 62 will move on to the advanced classes. Dr. Wayne Fisher, UTN project development director, called it "the first step in what we hope will develop into a whole program of courses in the entertainment industry."

Registration for both courses is almost completely filled.

NSA also announced the appointment of Pat Floyd as its first executive director.

The organization will have its annual Hall of Fame installation at a dinner Sunday night, Oct. 15, at the Airport Hilton here. Four songwriters will be enshrined in the Hall of Fame at that time.

LTD Affiliations

NASHVILLE—LTD Records, the label of Henry Productions, Ltd., has affiliated with Nationwide Sound Distributors and Country Collage.

C. Henry Lewis, founder and principal owner of LTD, also is the major artist and has the first two releases on the label. While Nationwide will handle distribution, Country Collage, headed by George Cooper III, will handle promotion.

Wild Bill Emerson, left, signs a contract with the newly formed A-Q talent agency, headed by Quinnie Acuff, center. With her is her associate, Don Helms.

Mississippi Co. Nashville Based

NASHVILLE—Basic Sounds, Ltd., a Mississippi corporation headed by Tracy Buse of Tupelo, has located its operation offices here.

Maggie Cavender, well-known promotion executive, will assume operation control of the firm and its publishing company, LaBuse (BMI).

Distribution for the product is being handled by Gibson's Nationwide Distributors here.

Mrs. Cavender says several artists now are working on contracts with Basic Sounds, and additional writers are being added to the publishing company.

Already recorded and released by the firm is Ross Lewis, who is booked by Dotti O'Brien Entertainment Consultants.

Nashville NARAS chapter president Frank Jones, left, presents a plaque of appreciation to Memphis attorney Harold Streibich from the board of governors in recognition of his outstanding service to the organization.

Piano Duo's Rustic Gigs

NASHVILLE—A special album of country music classics, taken from all three major licensing agencies, will be performed here this week by the two piano team of Arthur Whittemore and Jack Lowe.

The "one of a kind" album will be presented to the Country Music Hall of Fame, to be preserved for posterity.

The classical music team, currently under contract to no one, is hopeful that the album later may be picked up by a major label. But, for the time being, it is solely for the Hall of Fame.

Four songs each will be taken from the catalogs of SESAC, ASCAP and BMI. They will be produced by Frank Jones, Columbia executive, who is donating his services, at Columbia Studios, which is charging no rental.

As reported earlier, Whittemore and Lowe will appear live at the SESAC Awards Banquet at the Woodmont Country Club here Oct. 19.

Del Bryant, center, joins the writer administration staff of BMI in Nashville, and will report to Roger Sovine, left. The appointment was announced by Frances Preston, right, vice president of the Nashville office.

International Buyers In Second Gathering

NASHVILLE—The second annual convention of the International Country Music Buyers Association is slated here Oct. 16-18, with election of officers and new directors high on the agenda.

Current president Hap Peebles, Wichita promoter, will give a report on the accomplishments of the organization at a 1:30 p.m. meeting at BMI on Monday.

Two sessions of the association will be held, also at BMI, on the following day. On Oct. 18th, the promoters join forces with the Country Music Association and Amusement Business to host a Country Music Seminar. Some 50 fair managers will be in attendance. Those taking part in the seminar will be Jack Norman Jr., Ted Vaughn, Columbia's Bill Farr; Walter Hennye, and Peebles.

Officers of the association include Peebles, Dick Blake, vice president; Norman, secretary; and Keith Fowler, treasurer.

NOW C&W'S OWN
TOP 1000
Including:

- Top 1000 C&W Records from 1960-1971
- Top 100 for each year (Based on entire chart life of every hit)
- Handy alphabetical index of all 1200 titles

Just send check or M.O. for $50.00 to:
AMERICAN HIT PARADE, P. O. Box 77, Lehigh Acres, Florida 33936

NAME_____
ADDRESS_____
CITY_____STATE_____ZIP_____

COUNTRY MUSIC HAS ARRIVED!

Thank You

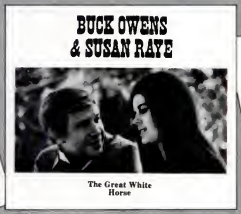
For Kicking Off A New Label In The Fall Of '72.

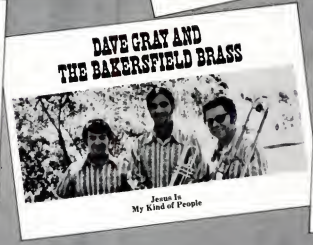
We Cordially Invite You To Our Suite At The Sheraton Hotel In Nashville For The DJ Convention October 18-21.

The Willex Artists
Kent Westberry
Dale Turner
Max D. Barnes
Alex Houston & Elmer

Here Today & Willex *Here To Stay*
RECORDS

BEST OF BAKERSFIELD





BUCK, SUSAN, FREDDIE, TONY, KENNI, BUDDY, DAVE & THE BRASS are the best...in Bakersfield or anyplace in the country. NOW IN ONE GREAT ALBUM!

Capitol

ST-11111

Vanguard Records announced a production deal with Glaser Brothers Productions, which will involve the label in country music. Shown at the gathering, standing, l to r, are Nicky Friedman, Tompall Glaser, Chuck Glaser, Jim Glaser, Bill Carlisle, Roger Friedman, and, seated, Dave Wilkes of Vanguard.

Nashville Scene

By BILL WILLIAMS

Songwriter **Ben Peters** and wife, Jackie, are off to Europe for business and pleasure. He's recuperating from recent double surgery (the second to repair the first) and plans to take life easy in his travels. . . . **John Bodin** of Southern Productions, Nashville, says the first five days of an 18-day tour resulted in turnaway crowds in each city with two shows nightly. The show features **Ernest Tubb**, the **Osborne Brothers**, **Kenny Price** and **Leona Williams**. . . . The **Porter Wagoner** Show came home for TV taping following sellout shows on a 10-day tour promoted by **Abe Hamza**.

Del Reeves was the first Nashville act to appear at Valdosta, Georgia's new King of the Road.

Hap Peebles has put the **Cates Sisters** on tour with **Jim Ed Brown**. . . . The Lake 'n Park Inn at Palos Hills, Ill., had sellouts two weeks in advance of **Blake Emmons** appearance. . . . **Jamey Ryan** Day in Karnes City, Texas, brought a huge turnout. . . . Crystal Gayle in town to record on Decca. . . . **Doug Kershaw** of Warner Bros. played 27 consecutive nights before collapsing with exhaustion. After some rest, he's off on another 18-day tour. . . . Loretta Lynn and husband, Mooney, are turning their "town" into a dude ranch. They own the entire village of Hurricane Mills, Tenn. . . . The names of **Tommy Overstreet** and **Jerry Clower** will be embedded in the Walkway of Stars at the Country Music Hall of Fame. . . . The Stonemans are about to record for Million Records. . . . Death came to **Harmon Boozeman**, 41, a country artist-writer known as **Lee Harmon**. He reportedly had been despondent lately. . . . **David Rogers** tells of the devotion of country fans. While in Syracuse, N.Y., his bus broke down. A local disk jockey called a mechanic and that man, **Lonzo Clark** had heard David sing two years ago. He not only repaired the bus immediately, but charged Rogers nothing for it. . . . Steel guitarist Larry Sasser has joined the Sammi Smith show, and will coordinate all of her personal appearances.

Carlie Scarborough, vice president of Shades of Blue Entertainment, has sold her 50% interest in the firm to **Ray Griff**, making him sole owner. All of Ray's operations will now come under the heading of Ray Griff Enterprises. . . . Now 11 has been set as **Dolly Parton** day in Sevierville. It's the biggest event of the year for East Tennessee, and it means more scholarship money for the youngsters there. . . . The first release by **Tony Douglas** on his newly-founded Cochise label is "Thank You for Twenty-Six Ugly Life," and it's getting strong programming in the Southwest. . . . The Eastern States Country Music, Inc. (ESCMI) wants it known it has no affiliation with a new organization called Northeast Country Music Association, which is headquartered in New Jersey. . . . Decca's **Wayne Kemp** is the latest to go firestalks, by bus. So it will allow him more time for writing, he says. . . . There is a new Anglin in country music, no kin to the late **Jack Anglin**. This one is Sonny Anglin, and he

(Continued on page 62)

Brite Star's Pick Hits . . . Brite Star's Pick Hits . . .

"LUCIUS GRINDER"
Roy Sanders—(United Artist)

Brite Star's Pick Hits

"THIS GLASS I HOLD"—Gene Harris—(Adonda)
"JOHNNY B. GOODE"—Larry Lake—(Oweman)
"VALLEY OF SORROW"—B.J. Johnson—(River City)
"I'M FAR FROM OVER YOU"—Brad Miller—(Michella)
"WOMAN"—Dave Wilson—(Rosewood)
"NOW IS LOVE"—Otis G. Johnson—(Manfield)
"LET IT BE NOW"—Jeannie Gold—(Zonk)
"THE MOST IMPORTANT PART OF ME"—Charlie Rol—(Oweman)
"PETIN DAY"—Hillbilly John—(Nashville Sound)
"SUSAN'S FLOOR"—Mac Wiseman—(RCA)
"WHY DO I LOVE YOU LIKE I DO"—Hank Phillips—(Country Pride)
ALBUM OF THE WEEK
"PENNY"—Penny DeHaven—(United Artist)

Brite Star's Pick Hits

For Promotion, Distribution, Dealer Coverage, Press Release Service, Major Label Contracts, Movie Promotion see Brite-Star's Ad in Billboard's Class. Mart Today! SEND YOUR RECORDS FOR REVIEW TO: Brite-Star Promotions, 738 16th Avenue South, Nashville, Tenn. 37203, (615) 244-4661.

Brite Star's Pick Hits . . . Brite Star's Pick Hits . . .

Billboard Hot Country Singles

★ STAR Performer—Singles registering greatest proportionate upward progress this week.

This Week	Last Week	Weeks on Chart	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)
★	1	7	**FUNNY FACE** Donna Fargo, Dot 17429 (Famous) (Prime Cuts, BMI)
2	2	7	**IF YOU LEAVE ME TONIGHT I'LL CRY** Jerry Wallace, Decca 32989 (MCA) (Leeds, ASCAP)
3	3	10	**I AIN'T NEVER** Mel Tillis & the Statesiders, MGM 14418 (Cedarwood, BMI)
4	4	12	**I CAN'T STOP LOVING YOU** Conway Twitty, Decca 32988 (MCA) (Acuff-Rose, BMI)
5	5	8	**ONLY** Johnny Cash, Columbia 4-45660 (Painkey, BMI)
★	12	7	**IT'S NOT LOVE (But It's Not Bad)** Merle Haggard, Capitol 3419 (Tree, BMI)
7	7	11	**IF IT AIN'T LOVE (Let's Leave It Alone)** Conway Smith, RCA 74-0732 (Blue Crest, BMI)
8	8	12	**MISSING YOU** Jim Reeves, RCA 74-0744 (Valley, BMI)
9	10	7	**THE GLASS OF '57** Stoller Brothers, Mercury 73315 (House of Cash, BMI)
10	9	13	**THIS LITTLE GIRL OF MINE** Faron Young, Mercury 73308 (Dixie Jem/Court of Brunswick, BMI)
★	20	5	**MY MAN** Tammy Wynette, Epic 5-10909 (CBS) (Algee, BMI)
11	13	12	**YOU'VE GOT TO CRY GIRL** Dave Dudley, Mercury 73309 (Six Days, BMI)
★	17	7	**THE LAWRENCE WELK-HEE HAW COUNTRY-REVOLUTION POLKA** Roy Clark, Dot 17426 (Famous) (Hooper-Su-Lucky, BMI)
14	15	11	**A WORLD WITHOUT MUSIC** Porter Wagoner, RCA 74-0753 (Owepar, BMI)
15	16	8	**WHEN THE SHOW IS ON THE ROSES** Sonny James, Columbia 4-45644 (Tuckahoe, ASCAP)
16	14	14	**WHISKEY RIVER** Johnny Bush, RCA 74-0745 (Watley, BMI)
★	22	7	**TOGETHER ALWAYS** Dolly Parton, RCA 74-0777 (Owepar, BMI)
18	21	8	**SYLVIA'S MOTHER** Bobby Bare, Mercury 73317 (Evil Eye, BMI)
19	19	9	**WHAT IN THE WORLD HAS GONE WRONG WITH OUR LOVE** Jack Greene & Jeannie Seely, Decca 32991 (MCA) (Tree, BMI)
★	24	7	**DON'T PAY THE RANSOM** Hoot Hester, Kapp 2076 (Cedarwood, BMI)
★	25	6	**DON'T SHE LOOK GOOD** Bill Anderson, Decca 33002 (MCA) (Peaceful, BMI)
22	23	9	**PRIDE'S NOT HARD TO SWALLOW** Hank Williams, Jr., MGM 14421 (Pamper, BMI)
★	28	8	**TAKE IT ON HOME** Charlie Rich, Epic 5-10867 (CBS) (House of Gold, BMI)
24	11	15	**HERE I AM AGAIN** Loretta Lynn, Decca 32974 (MCA) (Coal Miner, BMI)
25	27	15	**LAST TIME I CALLED SOMEBODY DARLIN'** Roy Drusky, Mercury 73314 (Blue Crest, BMI)
★	30	6	**BABY DON'T GET HOOKED ON ME** Mac Davis, Columbia 4-45618 (Screen Gems-Columbia, BMI)
27	29	11	**UNEXPECTED GOODBYE** Glen Barber, Hickory 1645 (Acuff-Rose, BMI)
28	18	14	**LOOKING BACK TO SEE** Buck Owens & Susan Raye, Capitol 3368 (Dandelion, BMI)
29	33	3	**LONESOME WOMAN MAKE GOOD LOVERS** Bob Luman, Epic 5-10905 (CBS) (Young World, BMI)
30	32	7	**TRACES** Tammy Wynette, Capitol 3398 (Low-Sal, BMI)
★	36	4	**A PERFECT MATCH** David Houston & Barbara Mandrell, Epic 5-10906 (CBS) (Fleephig, BMI)
★	40	3	**YOU AIN'T GONNA HAVE OUR BACK TO KICK AROUND ANYMORE** Buck Owens & the Buckeroos, Capitol 3429 (Blue Buck, BMI)
39	39	5	**SEA OF HEARTBREAK** Kenny Price, RCA 74-0783 (Shapiro, Bernstein & Co., ASCAP)
34	34	7	**I'VE GOT A WOMAN'S LOVE** Marty Robbins, Columbia 4-45668 (Rose, BMI)
35	26	14	**I'M GONNA KNOCK AT YOUR DOOR** Billy "Crash" Craddock, Cartwheel 216 (Acuff-Rose, ASCAP)
36	16	15	**THE CEREMONY** Tammy Wynette & George Jones, Epic 5-10881 (CBS) (Algee, BMI)
37	37	1	**I THINK THEY CALL IT LOVE** Don Gibson & Sue Thompson, Hickory 1646 (Acuff-Rose, BMI)
★	45	3	**WHEEL OF FORTUNE** Susan Raye, Capitol 3438 (Velanda, ASCAP)
★	53	4	**HEAVEN IS MY WOMAN'S LOVE** Tommy Overstreet, Dot 17438 (Famous) (Famous/Ironside, ASCAP)
40	42	7	**I JUST COULDN'T LET HER WALK AWAY** Dorsey Burnette, Capitol 3404 (Glenwood, ASAP/Central Songs, BMI)
41	41	8	**CLAUDETTE** Compton Brothers, Dot 17427 (Famous) (Acuff-Rose, BMI)
★	48	3	**LONESOME 7-7203** Terry Booth, Capitol 3441 (Cedarwood, BMI)
43	51	3	**THIS MUCH A MAN** Marty Robbins, Decca 33306 (MCA) (Mariposa, BMI)
44	44	6	**RINGS FOR SALE** Roger Miller, Mercury 73321 (Tree, BMI)
45	47	7	**I'LL NEVER PASS THIS WAY AGAIN** Glen Campbell, Capitol 3411 (Vegas, BMI)
46	46	9	**JUST LIKE WALKIN' IN THE SUNSHINE** Jean Shepard, Capitol 3395 (Central Songs, BMI)
★	58	2	**SING ME A LOVE SONG TO BABY** Billy Walker, MGM 14422 (Venumoor/Two Rivers, ASCAP)
48	52	5	**IT'S A MATTER OF TIME** Elvis Presley, RCA 74-0769 (Gladys, ASCAP)
49	49	7	**THE WORLD NEEDS A MELODY** Carter Family with Johnny Cash, Columbia 4-45679 (Tree, BMI)
★	57	2	**BOWLING GREEN** Hank Snow, Capitol 3416 (Bowling Green, BMI)
★	60	2	**FOOL ME** Lynn Anderson, Columbia 4-45692 (Moore-Su-Lucky, BMI)
52	54	5	**GARDEN PARTY** Buck Nelson & the Stone Canyon Band, Decca 32980 (MCA) (Acuff-Rose, BMI)
53	50	9	**THINGS** Buddy Alan, Capitol 3427 (Alley Street/Venture, ASCAP)
54	55	6	**TRAVELIN' LIGHT** George Hamilton IV, RCA 74-0776 (Accoustics, BMI)
★	65	2	**MORE ABOUT JOHN HENRY** Tom T. Hall, Mercury 73327 (Hallnote, BMI)
56	56	6	**HOW COULD YOU BE ANYTHING BUT LOVE** Faron Young, Capitol 3415 (Blue Crest/Hill & Range, BMI)
57	71	2	**WHO'S GONNA PLAY THIS OLD PIANO** Jerry Lee Lewis, Mercury 73328 (Blue Echo, BMI)
58	63	3	**GLOW WORM** Hank Thompson, Dot 17430 (Famous) (Merks, BMI)
59	62	5	**FOR MY BABY** Cal Smith, Decca 33003 (MCA) (Eden, BMI)
60	74	2	**SHE'S TOO GOOD TO BE TRUE** Charley Pride, RCA 74-0802 (Pi-Gem, BMI)
61	64	4	**BABY, BYE BYE** Dickie Lee, RCA 74-0781 (Shapiro, Bernstein, ASCAP)
62	75	2	**SOMEBODY LOVES ME** Johnny Paycheck, Epic 5-10912 (CBS) (Jack & Bill, ASCAP)
63	67	4	**LEAVIN' ON YOUR MIND** Bobby Ray, Capitol 3424 (Cedarwood, BMI)
★	66	4	**WRAPPED AROUND HER FINGER** George Jones, RCA 74-0792 (Glad/Altam, BMI)
65	59	10	**YOU BABE** Lefty Frizzell, Columbia 4-45652 (Blue Crest, BMI)
66	66	4	**WHAT EVERY WOMAN WANTS TO HEAR** Claude Gray, Million 10 (Vanja, BMI)
67	70	3	**HERE I GO AGAIN** Johnny Duncan, Columbia 4-45674 (Dirk, BMI)
68	69	3	**SECOND TUESDAY IN DECEMBER** Jack Blanchard & Misty Morgan, Mega 615-0089 (Birdwalk, BMI)
69	72	2	**YOU DON'T MESS AROUND WITH JIM** Bobby Bond, Hickory 1649 (Blendingwell/Mercury, ASCAP)
★	—	1	**A SWEETER LOVE (I'll Never Know)** Barbara Fairchild, Columbia 4-45690 (Duchess, BMI)
71	73	3	**ALL I HAD TO DO** Jim Ed Brown, RCA 74-0785 (Chiplin, ASCAP)
★	—	1	**GOT THE ALL OVERS FOR YOU** Homer Hart & the Heartbeats, Capitol 3452 (Blue Book, BMI)
73	68	4	**NOTHING CAN STOP MY LOVING YOU** Patsy Sledd, Mega 615-0085 (Fort Knox, BMI)
★	—	1	**I WONDER HOW JOHN FELT (When He Baptized Jesus)** David Houston, Epic 5-10911 (CBS) (Algee, BMI)
★	—	1	**RED SKIES OVER GEORGIA** Hersan Cargill, Mega 615-0090 (Two Rivers, ASCAP)

BY POPULAR DEMAND

Another Great
Hit Single from
Sonny's latest album

'WHITE SILVER SANDS'

COLUMBIA 4-45706

The ENTERTAINER OF ALL THE YEARS...

past, present and future.

FREDDIE HART

He's got still another hit in his heart.
And it's spreading all over the Country...

A single: #3453 An album: ST-11107

And Freddie's other hits that've given the all-overs all over the Country...

ST-638

ST-11014

ST-11073

Capitol

Nashville Scene

• Continued from page 60

records for Fabor in Westminster, Cal. . . . **Doyle Holly** has signed a personal management contract with Boddy Lee's agent, **Don Fowler**. . . . **Don Gant**, top producer for the Acuff-Rose complex, has been elevated to the post of assistant to president Wesley Rose. . . . **Shane Wilder** of Palm Springs is looking for a female artist to cut an LP. . . . The **Country Gentlemen** of Vanguard have cut the radio and TV commercial spots for UGF in Washington, D.C. . . . The **Cates Sisters**, recording as **Marcy** and **Margie**, have their first release on Decca.

Jan Howard, off as a single for the first time in several years, played the Mid South Fair in Memphis and was phenomenal. . . . **Gus Thomas** is readying a new release in Wheeling. . . . **Billy Ace** has signed a recording contract with Rice Records. . . . J-M-I is releasing its first two country records overseas, by **Don Williams** and **Jackie Burns**. . . . **Q.R. McClinton** has a new release, and it sounds like a winner. . . . **Linda K. Lance** now with Triune. . . . The **Boys From Shiloh** have been named to appear before President Nixon Oct. 11th.

Help college help you.

Businesses like yours gave over $360,000,000 to higher education last year.

It was good business to do so. Half of all college graduates who seek work go into business. The more graduates there are, and the better educated they are, the more college serves the business community.

Your money was vital to college. It relieved financial pressures, made planning more flexible, and contributed to the kind of basic and applied research that puts new knowledge and technology at the service of industry.

So that colleges can continue to help you, give to the college of your choice now. For information on ways to do it, please write on your letterhead to Council for Financial Aid to Education, Inc., 6 East 45th Street, New York, N.Y. 10017. Ask for the free booklet, "How Corporations Can Aid Colleges and Universities."

CFAE Council for Financial Aid to Education, Inc.
Advertising contributed for the public good.

HEAVY ACTION
KAJAC RECORDS

"As Time Goes On"
by Larry Jonsen
KAJAC 512

"It Took a Long Time"
by Shirley Ramus
KAJAC 507

Dist. by:
Sounds of Music

DJs write
Little Richie Johnson
Belen, New Mexico

Billboard Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 10/14/72

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Weeks on Chart
1	1	**A SUNSHINY DAY WITH** Charley Pride, RCA LSP 4742	9
2	2	**HAPPIEST GIRL IN THE WHOLE U.S.A.** Donna Fargo, Dot DOS 26001 (Famous)	14
3	4	**AMERICA: A 200 YEAR SALUTE IN STORY AND SONG** John Denver Lieb, Columbia KC 31640	7
4	3	**LISTEN TO A COUNTRY SONG** Lynn Anderson, Columbia KC 31647	8
★ 5	7	**WHEN THE SNOW IS ON THE ROSES** Sonny James, Columbia KC 31646	7
6	6	**ME AND THE FIRST LADY** George Jones & Tammy Wynette, Epic KE 31554 (CBS)	9
7	5	**TO GET TO YOU** Jerry Wallace, Decca DL 7-5349 (MCA)	15
8	8	**LONESOMEST LONESOME** Ray Price, Columbia KCP 31546	11
9	9	**BLESS YOUR HEART** Freddie Hart, Capitol ST 11073	16
10	10	**ALL TIME GREATEST HITS** Ray Price, Columbia G 31364	6
★ 11	15	**THE STORYTELLER** Tom T. Hall, Mercury SR 61368	5
12	13	**MISSING YOU** Jim Reeves, RCA LSP 4749	6
13	12	**BEST OF CHARLEY PRIDE, VOL. 2** RCA LSP 4682	30
★ 14	20	**I CAN'T STOP LOVING YOU/(Last Her Love) ON OUR LAST DATE** Conway Twitty, Decca DL 7-5361 (MCA)	4
15	14	**BEST OF JERRY REED** RCA LSP 4729	16
16	16	**REAL McCOY** Charlie McCoy, Monument Z 31329 (CBS)	29
17	17	**ROY CLARK COUNTRY!** Dot DOS 25997 (Famous)	12
18	19	**WOMAN (Sensuous Woman)** Don Gibson, Hickory LPS 164	7
★ 19	22	**COUNTRY MUSIC THEN AND NOW** Statler Brothers, Mercury SR 61367	6
20	11	**ELEVEN ROSES** Hank Williams, Jr., MGM SE 4843	12
21	18	**ASHES OF LOVE** Dickie Lee, RCA LSP 4715	17
★ 22	27	**TOGETHER ALWAYS** Porter Wagoner & Dolly Parton, RCA LSP 4761	3
23	25	**JERRY REED** RCA LSP 4720	4
24	21	**BEST OF BUCK OWENS & SUSAN RAYE** Capitol ST 11048	10
★ 25	32	**THE BEST OF THE BEST OF** Merle Haggard, Capitol ST 11082	2
27	24	**GREATEST HITS, VOL. 1** Conway Twitty, Decca DL 7-5352 (MCA)	15
28	30	**IF THIS IS GOODBYE** Carl Smith, Columbia KC 31606	3
29	23	**CRY** Lynn Anderson, Columbia KC 31316	28
★ 30	34	**LAOIES LOVE OUTLAWS** Waylon Jennings, RCA LSP 4751	2
31	29	**ELVIS LIVE AT MADISON SQUARE GARDEN** Elvis Presley, RCA LSP 4776	12
★ 32	38	**TOM T. HALL'S GREATEST HITS** Mercury SR 61369	3
★ 33	—	**"LIVE" AT THE WHITE HOUSE** Buck Owens, Capitol ST 11105	1
34	35	**FOR THE GOOD TIMES** Ray Price, Columbia C 30105	111
35	33	**SINGS THIS LITTLE GIRL OF MINE** Patsy Young, Mercury SR 61364	9
★ 36	—	**IF YOU TOUCH ME (You've Got to Love Me)** Joe Stampley, Dot DOS 26003 (Famous)	1
37	28	**GOD BLESS AMERICA** Loretta Lynn, Decca DL7-5351 (MCA)	16
38	40	**TRACES** Sonny James, Capitol ST 11108	2
39	43	**BABY DON'T GET HOOKED ON ME** Mac Davis, Columbia KC 31770	2
40	44	**IS IT ANY WONDER THAT I LOVE YOU** Hal Stuckey, RCA LSP 4743	2
★ 41	—	**WHEEL OF FORTUNE** Susan Raye, Capitol ST 11106	1
42	37	**HERE & NOW** Dorsey Burnette, Capitol ST 11094	5
43	36	**HANK WILLIAMS, JR.'S GREATEST HITS, VOL. 2** MGM SE 4822	20
★ 44	—	**SINGS FOR HOUSEWIVES AND OTHER LOVERS** Eddy Arnold, RCA LSP 4738	1
45	42	**CAB DRIVER** Hank Thompson, Dot DOS 25996 (Famous)	13

Sales in U.K. Up 18% In First 6 Months

By BRIAN MULLIGAN
Editor Music Week

LONDON — Formal confirmation of the buoyant state of Britain's record industry is provided by the latest statistics published by the Department of Trade covering the first six months of 1972.

These show that in the six months to the end of June, manufacturers' sales were up by 18 per cent to $55 million, compared with $46.5 million last year, with exports contributing a 9 percent increase to $15 million.

At this rate—and current indications are of no lessening of demand—with the heavy-selling period of the year still to come, chances of the industry hitting the $125 million figure by the year end are clearly on the cards. In the last six months of 1971, sales were just short of $62.5 million, a improvement of $7.5 million in the comparable period of 1970. If 1972 sees a similar growth over 1971—and in particular if the 18 percent increase can be maintained over the year as a whole—then the industry should comfortably hit the $125 million target which would mean that the record business in the U.K. will virtually have trebled in size since 1962.

Interestingly, in terms of the sales upsurge, the industry is obviously heading toward a more streamlined and profitable marketing-manufacturing operation, for while sales have soared by 18 percent, production in the first four months has gone up by a mere four percent over 1971.

It's also evident that much of the sales improvement was down to about by a resurgence of interest in singles. In the first half of the year 27 million singles were pressed, nearly four million more than in 1971, while production of albums at 34 million copies was about 1.5 million copies down on last year.

During June itself, 10.5 million records were pressed, 12 percent more than last year, while sales at $3.9 million were a gleaming 32 percent higher than last year.

Benjamin Urges Formation of One Record Industry Group

LONDON—A call for the formation of one united record industry organization to coordinate the industry in non-competitive areas was made by managing director **Louis Benjamin** at the 130th Pye sales conference at the Mermaid hotel in Jersey last weekend.

"There was a period in August this year, when virtually every pressing plant in the country, other than running a skeleton crew, shut down for its annual vacation. This at a point when summer business was at its highest level for many many years. I criticize myself among others, for not considering this position. However, it does highlight the situation, that with a little foresight and centralization through the British Phonographic Industry, such holidays could possibly have been staggered to a degree, and we could have helped each other."

Benjamin continued that he felt that in the general interest of the business, the BPI should not only take care of the record manufacturers common to all companies but "to consider potential issues and problems well in advance."

Pye Increase

Reviewing the company's year, Benjamin said that Pye turnover showed an increase of more than 50 percent over last year's figures and that Precision Tapes was 300 percent over. He also announced the acquisition of **Des O'Connor** to record for the label and the conclusion of a deal with **Russ Regan** of 20th Century-Fox for the release of the company's product in the U.K.

Pye presented to the sales force new product which included the company's first quad single. Precision Tapes announced the finalization of a deal with the American Bell label to release its material on cassette and cartridge and the initial release will feature **David Cassidy** and the **Partridge Family** and the **Fifth Dimension.**

Representatives of all of Pye's distributed labels, A&M, DJM, Sonet, Dicthburn and Bumble, attended the conference to present their forthcoming product.

A&M announced the release of a new album by **Carole King** and the forthcoming release of an album based on the operetta, "Tommy," while DJM introduced **Elton John's** new single, "Crocodile Rock," which will also be featured on his new album, "Don't Shoot Me, I'm Only the Piano Player."

Rod Buckle of Sonet revealed plans of the formation of a new label, Kicking Mule, which has been created by Sonet with **Stefan Grossman** and **Ed Denson**, manager of **Country Joe and the Fish.**

Dichburn music manager **Jim Thomas** presented new product on the company's Spiral and Domino labels and **John Junior** of Bumble announced the acquisition of product by the **Herd,** originally issued on Philips' Fontana label.

Hot Butter Trip Talks

NEW YORK—Following the international success of Hot Butter's "Popcorn" (Musicor), Art Talmadge, president of the label, and Richard Talmadge, a&r vice president, are coordinating overseas trips, to the orient and to Europe, respectively, to arrange international concert and promotional tours by the group, as well as possible follow-up recordings.

Presently in Europe, Richard Talmadge is visiting Barclay Records in Paris, EMI in Amsterdam, Artists in Munich, as well as radio stations in Berlin, Rome and London. Also included in his itinerary are stops at local distributors for future tie-in promotional campaigns.

Art Talmadge, scheduled to leave for Japan Thursday (5) will spend three weeks in the orient, visiting Victor of Japan, as well as radio stations and distributors in Hong Kong and Singapore.

EMI Cancels November & December Releases in 'Makeup'

• Continued from page 1

been utilized in some cases to meet the abnormally high volume of business during recent weeks.

The decision to cancel the last two supplements of the year was taken by Gerry Oord, newly appointed managing director of EMI Records. In an open letter addressed to all dealers and the British recording industry, Oord frankly acknowledges the critical situation reached with "production problems both at Hayes and within the management offices in Hanbenover Square which have resulted in the service we should be giving and the service you have every right to demand being destroyed."

Reasons Vary

The reasons for the crisis are "many and varied" but Oord instances the Hayes move as the main one. EMI was "quite simply unprepared for the incredibly high demand for product which confronted us at that pressing time." He is personally supervising on a daily basis the reorganization of the conributory factors in the situation, and, as progress is made, product will be rescheduled.

"EMI Records is the world's largest and finest record company, and we hope to continue proving it to you and the public by supplying you with our product in the proper manner," Oord concludes in his letter. "We apologize for all the problems and difficulties you have been caused. We hope within a few weeks to have everything resolved and to arrange that this situation never arises again."

Amplifying the letter last week for Billboard, Oord stated that EMI hopes to have solved the back orders problem by Oct. 15, and the daily meetings he holds with the production, distribution reperotire departments will result in adjustments and the reinstatement of some of the records in the November and December supplements.

He disclosed that two weeks ago the EMI plant was in arrears to the extent of approximately 1,500,000 records, but last week the completion rate on orders was better than it had been for the previous five.

"When you move a factory, you're bound to get obstacles," added Oord, "I decided to cancel the supplements because it is best to service our customers with the records they want now. It's bad policy to load people with new product when they haven't cleared orders on the existing catalog."

Each new issue means pressing nearly a million records, and Oord emphasized that EMI had never produced so many records before as it is doing at present. Some pressing was being done in Germany and by Capitol in America to alleviate the position, and the higher costs that involved would be reflected in the company's financial results.

"We have given a certain priority to our classical catalog," he disclosed, "and we hope the five back orders will be completed in 10 days time." He added that singles were not affected and that distributed labels would be given priority over EMI's own product.

Island chief David Betteridge said that he had received a guarantee from EMI that one-seventh of its production capacity would be devoted to Island pressing requirements between now and Christmas.

"The situation has been desperate, but we're keeping our heads above water," he said. "We did contemplate pressing overseas, but we spoke to our foreign licensees and decided against it. At the moment we're stuck with duty and all sorts of things which would make it costly until Common Market membership abolishes such costs."

Bell has been enjoying chart action on five singles and two LPs during the crisis period, and Dick Leahy is generally pleased with efforts made to meet the demand.

"It's not been perfect in stock terms by any means," he remarked, "but the co-operation of the people at Hayes and what they've been able to do have been phenomenal."

Bell product has been pressed by EMI in Eire and by Seps in Scope with the situation. UA Records has also been looking for assistance, and Dennis Knowles, the label's sales and marketing manager, has imported 100,000 Hawkwind singles from Germany, 15,000 albums from Germany and France and Eire, and currently has pressing orders being executed in Portugal.

Price Right

"I'm also contemplating ordering pressings in Czechoslovakia," he added. "The price is right, but I'm not yet sure about delivery facilities. The situation has been bad because I agreed with EMI a reasonable guaranteed production figure some weeks ago, but it fell beneath the figure in mid-noon after that. Obviously the overseas pressing will take its effect on our profits, but despite all the problems, our figures are still 300 percent up on our original forecast."

Tamla Motown's John Marshall told Music Week that hit singles by Mary Wells and Junior Walker had been affected by the crisis, and there had been problems on some high-selling albums.

"But we're confident things are being sorted out as quickly as possible," he said.

Music for Pleasure's pressing is done by EMI in view of the label being a subsidiary of the EMI group, and the MFP September supplement was canceled when the full extent of the difficulties became clear.

"We've obviously been affected by what's happened," MFP chief Richard Baldwyth stated. "In one sense, it's been brought to bear in using the resources we have in the best way. We came to the conclusion that canceling the September supplement was the right thing to do in favor of utilizing the back catalog, but the October supplement should be available towards the end of the month."

U.S. Song Takes Rio Festival

• *Continued from page 3*

each won the equivalent of $16,500 and golden statuettes as prizes.

The roofed Maracananzinho Stadium was filled with some 20,000 cheering, jeering, rocking, samba-singing Brazilian fans whose enthusiastic participation makes Rio's festival unique.

Thomas did not stand on false modesty. "I think we played well and deserved the prize," he said. However, observers could be seemed nervous awaiting the decision. "Brazil is very music," he happily added. Three members of Formula Tre—Alberto, Tony and Gabriele—expressed joyful surprise and said they never expected it.

Special prizes for audience appeal were awarded to Demis Roussos, who presented the Greek entry "Velvet Mornings" by Roberto Constatinos, and to Jorge Ben who composed Brazilian entry "Fio Maravilha," a samba praising a football player, which was interpreted by new comedienne Maria Alcina Roussos. Alcina performed Ben's number doing a spoofing samba while singing in a deep husky voice.

Thirteen songs entered international final Sunday—two U.S., two Argentina, two Germany, two Brazil, while Australia, Spain, France, Greece, Italy and Japan had one each. Others of the original 28 were eliminated in semifinals held on the previous Sunday. In final vote were Argentina's "Las Cuidades" by Brazil's Baden Powell interpreted by Baden, Tobias and Claudia Regina; two for Greece's "Velvet Mornings"; one for Argentina's "El Que Tiene No Quien Quiere" by Conjunto Santa barbara; one for Brazil's "Fio Maravilha"; one for Japan's "Bailero," music and interpretation by Kiyoshi Hasegawa.

The crowd found the Japanese entry sad and showed disapproval. They also disapproved of Spain's Mi Teirra," which the judges liked. The crowd cheered the fine voice of Australian Kamahl, who sang "Nothing More" by Jackie Trent.

Among those eliminated in the semifinals were U.S.'s "It Pays," music and interpretation by Walter Hawkins; Canada's "Youngbird" by Christopher Kearney; Britain's "You Are My Music," music by Reed, interpretation Clodagh Rogers; Israel's "Life," music interpretation by Esther Galil.

Brazilians were disappointed over quality of most of the Brazilian music in domestic competition. Two songs representing Brazil in international finals were composed by veterans Jorge Ben and Baden Powell—both were based on the samba rhythm, unlike most other Brazilian entries, which sought an international sound based on American soul and rock.

Festival director Otavio Castro Neves explained that the festival sought to develop Brazilian music for export.

TV Globo, which sponsored the festival with state tourism department, reportedly sold numbers of tapes in Europe and Latin America as well as in Brazil. Festival got a soulful start with noncompetitive entertainment show by Wilson Pickett and group. Pickett was followed by Mungo Jerry the next night.

Judges included chairman Lee Payne, Canada's Ritchie Yorke, Japan's Shoichi Iyi, Germany's Joachim Berendt, Italy's Mario Luigi, Britain's Franklyn Boyd, France's Eddie Barclay, Greece's Nicolets, Portugal's Paulo Carvalho. Sideshows for foreign guests included one provided by Philips manager Andre Midani with his chief recording artists including Elton Banana, Jorge Ben, Gal Costa Quinteto, and Violado.

Springfield In Million $ Deal

LOS ANGELES—Rick Springfield, Australian-born Capitol Records artist, has been signed to a million dollar worldwide distribution deal by EMI. EMI advanced $500,000 on a two-year contract with option for a third year, with total guarantees of $1 million.

The new International Artists Promotion service of EMI is devoting the next six weeks to a world campaign for Springfield. The artist will personally tour Canada and Europe after guesting on Sonny & Cher's top-rated television show. Springfield's "Speak to the Sky" single is currently number 15 on the Hot 100.

HANSA SETS BIG OUTPUT

BERLIN—Hansa will be releasing 11 LP's and four double albums for the Christmas market this year—the biggest seasonal issue in the seven-year history of the firm. Seven of the Christmas LP's will also be released on cassette.

Hansa has been having considerable success with the Juliane Werding LP which has sold over 40,000 copies during the past eight weeks.

From The Music Capitals of the World

LONDON

CBS has produced a special compilation album of 12 **Andy Williams** tracks which will retail at $2.50, exclusively through the Woolworth chain. Heavy promotion will be concentrated through radio, press and television and although some adverse reaction is expected from record dealers at being deprived of bonus album sales CBS sales manager **Jack Florey** told Billboard, "We sincerely feel that promotion on this scale will create overall interest in the artist's product and can therefore only benefit the trade in general." A similar scheme was operated in America which was what prompted Woolworth's U.K. chiefs to approach CBS with the idea. Woolworths are paying all promotion costs. Tracks on the album include, "I Left My Heart In San Francisco," "Little Green Apples" and "By the Time I Get to Phoenix." . . . **George Porter**, previously assistant to Chappell general manager **Frank Coachworth**, has joined Edwin H. Morris as the firm's administration manager. Following the departure of **John Velasco** from EHM, **Steve Morris**, son of Edwin H. Morris chief **Buddy Morris**, is in London and will be responsible for the acquisition of local talent.

Polydor has renewed its deal with **Stone the Crows** for a further three years. The new deal is for the World and excludes North America. Managing director **John Fruin** is soon to announce the signing of **Sacha Distel** to the label. . . . Mowest, the new label formed by Tamla Motown to handle talent recruited from America's West Coast, is launched this week in the U.K. with single by **Thelma Houston** and **Frankl Valli and the Seasons. Thelma Houston** is currently in the U.K. on tour with the **Four Tops.** In November the first Mowest LP's will be issued and they are by **Syreeta,** who is **Stevie Wonder's** wife and Valli and the Seasons. . . . Chevron Music, the publishing arm of York Records has concluded a deal with **Jack Winsley** and **Bob Saker** whereby Chevron will manage their Winsak Music firm. Chevron also handles Cheap Thrills Music which holds material by **Janis Joplin.** . . **Desmond Dekker** has been signed by the reggae Rhino label and will also have his own company. Double Dekker Music, to handle his compositions. . . . Enterprise Records and Distribution has acquired two albums from America by **Jimi Hendrix.** The first album is "Rare Hendrix" which originates from the Trip label. The other LP is "Jimi Hendrix in Session" and features saxophonist **Lonnie Youngblood.** The record was acquired from Springboard International of New Jersey. . . . RCA promotion manager **Brian O'Donoghue** has left the company to join Very Good Music, the company headed by **James Fisher,** as a director. He already has an interest in Very Good. **Lyndon Holloway,** another RCA promotion man is leaving to join the BASF record division as

(*Continued on page 69*)

THE FIRST "ENADA"

1st ESPOSIZIONE ITALIANA DI APPARECCHI DA DIVERTIMENTO AUTOMATICI

(First Italian Exposition of Automatic Entertainment Apparatus)

Palazzo dei Congressi-Roma-Eur

—7, 8 e 9 novembre 1972—

(November 7, 8 and 9, 1972)

L'ASSOCIAZIONE NAZIONALE SAPAR, CHE RIUNISCE TUTTI GLI OPERATORI ITALIANI DELLA PROFESSIONE DELL'AUTOMATICO, PER CELEBRARE IL 1 DECENNALE DELLA SUA COSTITUZIONE, HA ORGANIZZATO LA PRIMA ESPOSIZIONE SPECIALIZ ZATA DI PRODOTTI ITALIANI PER IL DIVERTIMENTO AUTOMATICO.

(SAPAR, the National Association of all operators of automatic entertainment apparatus has organized, as a celebration of the first decennium of its constitution, the first specialized exposition of Italian products in the field of automatic entertainment.)

VISITATE L'ENADA (VISIT ENADA)

TUTTI I VISITATORI STRANIERI DELL'ENADA 1 PARTECIPERANNO ALLA SERATA DI GALA ALL'HOTEL CAVALIERI HILTON, OSPITI DELLA SAPAR.

(All foreign visitors will be SAPAR's guest at a gala evening in the Cavalieri Hilton Hotel, Rome.)

Sansui

QS

REGULAR MATRIX

Guess what happened to the "audio spectrum"

a full "quad of new Sansui

TWENTY ALBUMS (Count Them: TWENTY ALBUMS) FEATURING THE 101 STRINGS are the newest addition to the growing family of four-channel Sansui QS encoded discs. Such artists as Carole King, Joan Baez, B. B. King on labels like Ovation, Project 3 and Quad Spectrum (Audio Spectrum) are already available in Sansui QS encoded recordings.

The new "Quad-Spectrum" series of Audio Spectrum albums

1. The Soul of Spain, Volume 3
2. Les Baxter conducts Exciting Sounds
3. Bacharach and Webb
4. Soul of Israel
5. Music from Fiddler on the Roof
6. Country Hall of Fame
7. Multiple Guitars with Lee Thatcher
8. Movie Themes
9. Golden Age of the Dance Bands
10. Dynamic Sounds
11. Les Baxter conducts Latin Holiday
12. Today's Hits
13. Exciting Sounds
14. "101 Strings Orchestra" Plus Guitars
15. Music from Cabaret
16. California Poppy Pickers Play and Sing
17. Johnny Doe Sings the Songs of Johnny Cash
16. Movie Hits
19. Bob Jackson "Boots" the Sax with the Strange Ones
20. Nelson Riddle Conducts "101 Strings Orchestra"

spectrum" QS releases.

Wherever four-channel sound is heard, Sansui plays an ever-increasing role. More and more recording companies, producers, artists and recording engineers find the Sansui encoding system ideal and the most advanced available today. The latest entry in this distinguished and growing list of labels is Audio Spectrum with its new "Quad Spectrum" series of 20 discs that feature the 101 Strings. Here's why recording engineers, producers and artists choose Sansui QS over any other four-channel system:

SUPERIOR CHANNEL SEPARATION: The QS Regular Matrix System displays greater separation among all four channels than the human ear can discern. For practical purposes, the total effect is identical to that of discrete tape techniques, which is why so many recording engineers and producers acclaim QS as the "discrete matrix."

TOTAL RECORDING FREEDOM: This is a matrix system that can reproduce sound anywhere in a full circle and at dead center of the sound field. Thus, microphones can be placed anywhere with the knowledge that pickup will be reproduced exactly as intended. There is 360-degree freedom in all directions without holes or blank spots.

FULL COMPATIBILITY: The Sansui QS four-channel matrix system is compatible with other major matrixing codes. It is, of course, also fully compatible with two-channel stereo. Indeed, the stereo mode is very often greatly enhanced and has clearer definition in its stereo separation. Total compatibility means that *all* discs can be QS encoded; double inventories will not be needed. And Sansui QS discs are ready right now for FM quadraphonic, stereophonic and monophonic broadcast.

ACT TODAY: With the new professional Encoder and Decoder, you start at the top in four-channel recording. There are hundreds of thousands of compatible four-channel decoders already in homes everywhere, so your audience is ready now. Join the QS four-channel disc bandwagon today and boost your sales!

THE SANSUI QSE-4 PROFESSIONAL ENCODER **THE SANSUI QSD-4 PROFESSIONAL DECODER**

QS REGULAR MATRIX

Sansui

For full details, contact your nearest Sansui office now.

SANSUI ELECTRONICS CORP.

Sansui Electronics Corp.	**New York**	**55-11 Queens Blvd., Woodside, N.Y. 11377, Tel.: (212) 779-6300. Cable: SANSUILEC NEW YORK Telex: 422633 REC UI.**
	Los Angeles	333 West Alondra Blvd. Gardena, Calif. 90247 Tel: (213) 532-7670
Sansui Electric Co., Ltd.	**Tokyo**	Hi-1, 2-chome, Izumi-Suginami-ku, Tokyo 168, Japan Tel (03) 323-1111 Cable SANSUIELEC. Telex 232-2076
Sansui Audio Europe S.A.	**Belgium**	Dracam Building Vestingstraat 53-55 2000 Antwerp Tel 315663-5 Cable SANSUIEURO ANTWERP Telex ANTWERP 33538
	Germany, W.	6 Frankfurt am Main, Reuterweg 93 Tel 33538

Melody Maker top guitarist

Rory Gallagher

"What can we say?"

Billy Gaff, Jimmy Horowitz, David Oddie, Andrew Heath and all at A.T.I.

Introduction of British VA Tax Causes Industry, Retail Concern

By BRIAN MULLIGAN
Editor, Music Week

LONDON—With six months left before the introduction of Value Added Tax, concern is growing both within the U.K. industry and retail trade over the government's failure to indicate precisely how the change in the nation's taxation will affect records.

Although the tendency is to view the situation optimistically in the belief that it will be resolved satisfactorily, there remains the real possibility if the Customs and Excite department doesn't respond quite soon to the promptings of the British Phonographic Industry and the Gramophone Record Retailers' Committee that the boom conditions which have existed throughout the year may be seriously endangered, affecting long-term planning and making the early months of 1973 a bleak prospect for both retailers and manufacturers. With the trade being encouraged to place its Christmas orders early via numerous bulk-stocking discount schemes, present indications are that the level of business will be maintained until the end of the year. But unless VAT arrangements are clarified, the danger is that dealers, fearing the possibility of paying both purchase tax and VAT on unsold stock, will cut back on slow-moving catalogue items and concentrate on ordering only product assured of quick sales.

The situation is further complicated by the feeling among manufacturers, and certain sectors of the trade, that s-o-r arrangements, however implemented are not a good thing, and the BPI bus made representations for records to be removed from the list, recommending instead that a tax pause be instituted during which dealers would be able to adjust to the new arrangements without incurring financial loss.

With the industry moving gradually in the direction of a nil returns allowance, there's a feeling that to have s-o-r, even for a short time, would be a retrograde step and could open the door to its permanent establishment, with the resulting opportunities for a discount war and profitless prosperity. But a more real problem would be the administration of returns, on both sides, plus the fear among some manufacturers of unscrupulous trading, by dealers using s-o-r to clean stocks at the companies' expense.

Both the BPI and the GRRC, who have mounted a twin-pronged thrust at the Customs and Excise, are totally frustrated by the lack of progress.

"The date for the introduction of the s-o-r list is the first of October and all we have had so far are polite acknowledgements to our letters from the Chancellor's office," commented BPI director Geoffrey Bridge. He stressed that the BPI was "dead against" implementation of any s-o-r arrangements and had applied for records and tapes to be transferred to a list of product which would enjoy a "taz gap." Bridge explained that at an unspecified date two to six weeks before VAT, purchase tax would be completely abolished, and during the interlude retailers would be expected to put their stock in order.

However, the tax-free period remained to be determined and pessimistic forecasts put it at not more than three weeks.

Laurie Krieger, boss of the Harlequin chain and GRRC chairman commented, "I am disgusted about the whole business. I think it is disgraceful that the whole retail trade should be left in limbo like this."

Krieger predicted "a nasty year for profits for the whole trade in 1973," especially if it turned out that no tax-pause was declared. "It could mean that we shall lose one-third of our profits," he said.

He suggested that ideally the tax pause should be related to the average four-times per year stock turn and be assessed at three months.

"It is unlikely that the government would agree to three months and I think we should be prepared to accept two months—anything less would be an imposition on the trade."

But despite Krieger's hopes, the feeling is that if a tax pause is forthcoming that the very most that anybody can hope for is six weeks.

As well as the joint efforts of the BPI and GRRC, some firms have been making their own representation to Customs and Excise. The W.H. Smith retail chain has been involved in negotiations, especially over the requirements for administering s-o-r. "Very stringent regulations have been laid down and some of the requirements are unworkable," commented John Abbott, deputy chief record buyer. Abbott pointed out that Customs and Excise expected every record to be identifiable in regard to the date at which it was taken into stock. On one line of merchandise this would be a difficult task, but the problem assumes nightmarish proportions where perhaps 3,000 lines are involved, not all of which are on firm purchase—budget albums, for instance, are on a sale-or-exchange agreement.

(Continued on page 69)

Fazer's Kavanto Is Bullish on Finland

HELSINKI — Finland's small population of 4.7 million makes it something less than Shangri-La for the music publisher and sheet music industry. Many regard this sector of the Finnish entertainment business as moribund and doomed, but in an interview with Billboard, Music Fazer's sheet music department chief, Kai Kavanto, expressed optimism and confidence in its future. Music Fazer is Finland's leading sheet music house and distributor for other publishers such as Skandia-Kustannus, Kustannus-OY-Imudico, and Levysavel.

"The number of people interested in music today is bigger than ever," declared Kavanto. "We have 30 music colleges with an annual capacity of about 10,000 students, whom with their teachers form our main market. It's quite true that the pop song market has slumped enormously since the fifties, but the classics and serious music generally have gained ground."

Kavanto believes this trend is closely linked with progress in the record market, where single sales are dipping but album results increasing formidably. Sheet sales of hit songs have been overshadowed by the lone song folios featuring complete music and text and a selection of photographs as a special attraction.

A successful song folio can notch up 2,000 sales over a period of time, and among recent issues achieving this have been "Seska Rasin" and "St. Pauli And Reberbahn." Best sellers are always of English origin.

Most of the international song folios and some sheet music is imported through Swedish associates. Sweden has the biggest sheet music market in Scandinavia, and often secures copyrights for the entire area. Finland has recently started direct imports from America and Britain, which sometimes save up to five percent in price. International song folios in general are slightly more expensive than domestic ones.

Sheet music containing a maximum of three songs cost $1.20 on retail, a level maintained by all publishers, and song folios retail at between $3 to $7 depending on the number of pages, pictures and origin.

According to Kavanto, most pop material is marketed through large music houses and stores, which derive their main income by retailing musical instruments and also maintain a record bar. There are only about 50 of these locations, and in about 50 smaller stores, sheet music is often relegated to obscure dark corners.

Where promotion is concerned, music publishers rely heavily on radio and TV under the control of the Finnish Parliament, and if a song does not receive airplay, its sheet sales will be low, irrespective of whether it might become a hit in disk form.

"What has really impressed me is the steady success of our 'Toivelaulija' booklet featuring the words of recent hit tunes and candid star photos," remarked Kavanto. "Each edition sells in the region of 30,000 copies, which is far more than the average hit single. 'Toivelaulaja' is sold mainly on news stands and through stationers.

"Another promising break is the increasing popularity of the electronic organ which I believe will expand the demand for sheet music even more than the guitar did in the sixties."

Music Fazer has gained good results in the educational field by publishing the three-part "World of Music" series widely used in primary schools, where music is a

(Continued on page 69)

Melody Maker top vocalist for 2nd successive year

Rod Stewart

"There's a lot we can say but we haven't got the space

—so well done"

Billy Gaff, Jimmy Horowitz, David Oddie, Andrew Heath and all at A.T.I.

Record Shortage Hits England

• Continued from page 1

meeting the demand for records. For the past five months sales have been 100 percent up on the company's budgeted figures and Polydor has contracted to take product from Europe until January.

The company's decision to import records emphasises the demand for product — Phonodisc, which is responsible for pressing Polydor 2 Phonogram records, is presently averaging a completion rate of more than 90 percent.

Same Problem

The same problem is facing Damont's Stereo Gold Award label, run by Monty Presky and Dave Miller. Pye is contracted to press a million albums a year for the label, although additional requirements for Stereo Gold Award have to be met at custom pressing plants. Factories in Britain however, are working at capacity and Damont has had to import 200,000 albums from the United States and 100,000 from Supraphon in Czechoslovakia.

Music for Pleasure's album requirements for this autumn have also been adversely affected. The label, pressed by EMI, "is having to get records from wherever possible," commented managing director Richard Baldwyn. "EMI has arranged to find pressing facilities in Britain for us."

CBS however, is coping with the situation, although Maurice Oberstein, the company's deputy managing director, told Billboard, "We're working flat out at the factory to meet demand. With the holiday period over we're managing to fully man three shifts a day at the factory and at the moment we're able to take care of requirements. From time to time we're also drawing upon our factory in Holland."

CBS also handles pressing facilities for WEA and K-Tel, which has recently released 20 All-Time Hits of the 50's. At WEA however, Des Brown, the company manager, is optimistic about meeting demand, although the company has recently imported 13 titles from the U.S.

"We're importing in small quantities to make sure the records are in the shops—we're trying to get closer to American release dates. At the moment our supplies are in good shape, although obviously we are going to keep close watch on the situation as Christmas approaches."

Top 40 Station New in Ottawa

OTTAWA—The capital city has a new Top 40 station, CFGO, which is in competition with CFRA. CFGO is owned by John Bassett, who also operates CKLW, Windsor.

Jim Jackson has been appointed program director of the station, which has launched a giant media campaign in Ottawa.

Frazer's Kavanto

• Continued from page 68

compulsory subject in the first six grades. The company spent many years completing this comprehensive work, which contains new material such as "Yesterday," "Blowing in the Wind," "Do-Re-Mi," "Jingle Bells" and "Cielito Lindo" as well as examples of all kinds of music from classical to folk and national hymns. A Swedish-language version of "The World of Music" is in wide use in that country.

U.K. Value Tax Causes Concern

• Continued from page 68

Pickwick chief Monty Lewis is another who has been carrying out his own negotiations with Customs and Excise in an attempt to plead the special case of the budget companies. Lewis said he hoped it would be possible to "sort something out which would give dealers confidence to go on buying between January and April."

Lewis also expressed his fears of the possibility of dealers being caught for purchase tax paid on unsold stock plus a 10 percent VAT payment unless the government made the future position clearer. "Certain concession will have to be made by Customs and Excise by way of being understanding for a short period," said Lewis, who felt that it was too early to "think about dealers cutting back on orders."

However, he pointed out, that if VAT plans were not made known and dealers started to reduce inventories, there was the threat of unemployment, not just in the record companies but in ancillary industries such as sleeve manufacturers and pressing plants, currently geared up to keep pace with the high level of demand.

Geoff Mannington, RCA's marketing manager, expressed his belief in the advantages of a "fairly long tax free period." He noted that it had been calculated that six weeks were essential for it to be effective.

"We are," declared Ian Ralfini, managing director of WEA, "risking finding ourselves in a lot of trouble. Dealers will be uncertain what stocks to lay in which could bring about over-ordering of certain titles which in turn may cause supply problems and bad relations at the height of the selling season."

From The Music Capitals of the World

• Continued from page 64

the U.K. At RCA **Richard Swainson** will assume the role of promotion manager and **Tommy Loftus** will specialize in middle of the road product and Radio 2 promotion. . . . French composer and arranger **Andre Popp** was in London recently to coincide with the release of his first Polydor album. The LP is called "If You Go Away." . . . **Richard Clark** has resigned his post of managing director of Oriake, the record pressing plant. He has also resigned his directorship of Movietapes, the parent. He was with the firm for nine years and his future plans are not known at present.

PHILIP PALMER

MEXICO CITY

Emilio Azcarraga Vidaurreta, one of the founders of Mexican radio and television, died. He was the owner of several radio and TV stations. . . . Spanish singer-composer **Julio Iglesias** appeared at the Fiesta Palace Hotel, October 12. . . . The choice of material to represent Mexico in the First OTI (Iberamerican Television Organization) Festival, to be held in Spain, has been delayed. Strongly fancied are "Voy A Ser De Ti" (I'll Belong to You) by **Felipe Gil** and sung by **Sola,** and "Una Rosa En La Esquinina" (A Rose in a Garden) by **Jonathan Zarzosa** and **J.M. Lopez,** performed by **Raul Marti.** . . . **Nancy Wilson** and **Mongo Santamaria** appeared at the Sheraton Isabel. . . . Singer **Andy Russell** returned to Mexico after several years for two week's work at Capri's Place and on TV. . . . **Ray Anthony** appeared at El Patio's night club.

South American composer poet **Atahualpa Yupanqui** appeared at the Palace of Fine Arts. . . . Two albums, "Volvere A Nacer" (I'm Born Again) by **Raphael** and "Equipaje" (Baggage) by **Alberto Cortez** were released by Gamma Records and premiered first on Radio Mil. Spanish artist **Cortez** arrived in Mexico for a concert series. . . . **Luis Buston,** general manager, Polydor SA and president of the Mexican Association of Phonograph Producers was in Europe on business. . . . **Facundo Cabral,** South American composer-singer appeared with Mexican artist Sola at La Pinta night club. . . . After seven years in New York, singer **Virginia Lopez** in performing again in Mexico and recording for the Gas label. . . . Singer **Alberto Vazquez** recorded a Spanish language version of "Candy Man" for Gas. . . . **Ignacio Aguilar** has formed the Discofon label with a single, "Obsesion" by **Jorge Belmont y la Pandilla** as its first release. . . . **Victor Ynrbe Pinil** did six daily shows in night clubs while occupying the first two places in the national chart with his singles. . . . Singer **Marco Antonio Vazquez** is performing in Spain. . . . Drummer **Tino Contreras** will present his "mariachi-jazz" at Carnegie Hall. . . . **Roberto Jordan** recorded three songs, "Foolish Girl," "It Ought to Be Raining" and "Some Day Man" written specially for him by Paul Williams. He hopes to establish himself in the U.S. with this material. . . . **Vikki Carr's** CBS Spanish language single, "Grande Grande Grande" has been released. . . . Polydor Records are celebrating the first anniversary of their "Rock Power" series—more than 40 albums are in the catalog.

ENRIQUE ORTIZ

RADIO ACTION AND PICK SINGLES

DIRECTOR—DON OVENS

NUMBER OF SINGLES REVIEWED THIS WEEK **75**

LAST WEEK **84**

Breaking

I'll Be Around—Spinners (Atlantic) (*32 from 40) . . . No. 1 Soul Single this week moves right up the Hot 100 this week with new additions in radio in N.Y., Philly, S.F., Baltimore, Milwaukee, Memphis, Portland, Indianapolis, Charlotte, Buffalo, Louisville, Des Moines and Salt Lake. Heavy sales in all markets checked except Boston, N.O., Seattle and S.F.

Hot Chart Action

Freddie's Dead—Curtis Mayfield (Curtom) (*17 from 21) . . . . cut from hot soundtrack LP "Superfly" breaks into top 20 this week with top 40 gains in Chicago, Philly, S.F., St. Louis, N.O., Milwaukee, Atlanta, Kansas City, Charlotte, Louisville, Fargo & Salt Lake. No airplay yet in Baltimore, Portland, Oklahoma City, Phoenix, Denver, Albany, San Diego, Des Monies and Omaha. Dealer sales

I'd Love You to Want Me—Lobo (Big Tree) (*35 from 44) . . . single from "A Simple Man" LP moving fast up the Hot 100 chart with strong airplay in Chicago, Cleveland, Baltimore, D.C., Dallas/Ft. Worth, Milwaukee, Seattle, Minn./St. Paul, Memphis, Houston, Syracuse, Fargo, Salt Lake. New radio addition in L.A. (KHJ), Philly, Detroit, St. Louis, D.C., Miami, Oklahoma City, Omaha. Dealers reporting top 15 in L.A., Philly, Cleveland, Baltimore, D.C., Seattle, Minn./St. Paul, Atlanta and Houston.

response heavy in N.Y., Boston, Detroit, S.F., St. Louis, Miami and Atlanta.

Good Time Charlie's Got the Blues — Danny O'Keefe (Signpost) (*18 from 23) . . . as disc moves into the top 20 this week it is gaining airplay in Detroit, S.F., St. Louis, Pittsburgh, D.C., Kansas City. Showing in all 40 markets with the exception of N.O., Providence, San Diego, Louisville, No. 1 in Atlanta while top 5 in Birmingham, Indianapolis, Houston and Dallas/Ft. Worth. Top 15 sales in N.Y., Baltimore, Dallas, Seattle, Memphis and Houston.

American City Suite—Cashman & West (Dunhill) (*44 from 58) . . . unusually long record for top 40 play (7:34) continues to gain in radio which proves "it's not how long you make it, it's how you make it long." Being played in N.Y., L.A., Philly, Boston, Detroit, Milwaukee, Minn./St. Paul, Atlanta, Houston, Providence, Hartford. Showing good sales in all markets except Chicago, Detroit, S.F., St. Louis, Pittsburgh and Dallas.

P.S. Welcome Back Don—LA DE DA

Pop

JACKSON 5—CORNER OF THE SKY (3:35)
(prod: Sherlie Matthews & Deke Richards) (writers: Schwartz) (Jobete/Bricklebridge, ASCAP) From the new Broadway musical "Pippin" comes another chart topper for the Jackson 5. Flip: No info available. **MOTOWN 1314**

OSMONDS—CRAZY HORSES (2:40)
(prod: Michael Lloyd & Alan Osmond) (writers: Osmond-Osmond-Osmond) (Kolob, BMI) The title tune from their current LP (national breakout this week) will prove a sure winner for the group. Original Osmond material. Flip: "That's My Girl" (2:12) (Kolob, BMI) **MGM 14450**
RADIO ACTION: KCBQ (San Diego)

AL GREEN—YOU OUGHT TO BE WITH ME (3:15)
(prod: Willie Mitchell) (writers: Green-Mitchell-Jackson) (Jec/Green, BMI) Strong follow up for his top 5 "I'm Still In Love With You." Flip: No info available. **HI 2227 (London)**

CHICAGO—DIALOGUE (5:00)
(prod: James William Guercio) (writers: Lamm) (Big Elk, ASCAP) Demand out (shorter version) from their #1 LP, Flip: No info available. **COLUMBIA 4-45803**

JOE SIMON—I FOUND MY DAD (2:48)
(prod: Sheff for Monk-Huff Prod.) (writers: Usher-Hunt) (Assorted, BMI) Flip: No info available. **SPRING 130 (Polydor)**

ISLEY BROTHERS—WORK TO DO (3:11)
(prod: R. Isley, O. Isley, R. Isley) (writers: Isleys) (Triple Three, BMI) Flip: No info available. **T-NECK 936 (Buddah)**

TOMMY JAMES—CELEBRATION (2:45)
(prod: Tommy James & Bob King) (writers: James-King) (Maudan, BMI) Flip: No info available. **ROULETTE 7315**

ADDRISI BROTHERS—I CAN COUNT ON YOU (3:11)
(prod: Norbert Putnam) (writers: Addrisi-Addrisi) (Blackwood, BMI) Powerful entry in their "We've Got to Get It On Again" bag. Flip: No info available. **DECCA 4-45705**

DETROIT EMERALDS—FEEL THE NEED IN ME (3:21)
(prod: Abruzzion Prod) (writers: Tilman) (Bridgeport, BMI) Flip: "There's A Love For Me Somewhere" (2:23) (Bridgeport, BMI) **WESTBOUND 209 (Ossie/Janus)**

SUGAR BEARS—SOME KIND OF SUMMER (3:23)
(prod: Jimmy Bowen) (writer: Ellington) (Quill, ASCAP) Flip: No info available. **BIG TREE 133 (Bell)**

PETER NOONE—SHOULD I (3:18)
(prod: Mickie Most) (writers: Tate-Fiestell) (Buddah, ASCAP) Strong top 40 entry from former "Herman" of "Herman & the Hermits." Flip: No info available. **BELL 45-266**

GRIFFIN—MISSISSIPPI LADY (2:52)
(prod: Tony Scott & John D'Andrea) (writers: Green-Lewis) (Curlew/Hove, ASCAP) Flip: No info available. **BOMAR 707 (MGM)**
RADIO ACTION: KHJ (Hollywood), KCBQ (San Diego)

THE MOVE—DO YA (4:02)
(prod. Roy Wood & Jeff Lynne) (writers: Lynne) (Anne-Rachel/Tiffis Tunes, ASCAP) Flip: No info available. **UNITED ARTISTS 50928**
RADIO ACTION: WCAE (Detroit); KOWS (Fargo); KOL & KJB (Seattle)

Also Recommended

COMMANDER CODY AND HIS LOST PLANET AIRMEN—Mamie Hated Diesels (3:17) (prod: Ozone Prod) (writer: Ferrell) (Ozone, BMI) **PARAMOUNT 0170**

DELLS—Just As Long As We're In Love (3:30) (prod: Charles Stepney) (writers: Cellier-Wade) (Chappell/Biller, ASCAP/Les Go Bound, BMI) **CADET 5694 (Chess/Janus)**

ARTISTS—Let Me Put This Ring Upon Your Finger (2:27) (prod: Knox Phillips) (writers: Hart-Stanford) (Knox, BMI) **CAPITOL 3459**

RAMSEY LEWIS TRIO—Upendo Ni Pamoja (3:53) (prod: Ten Mecard) (writer: Green) (Ramsat, BMI) **COLUMBIA 4-45707**

LIZA MINNELLI—Big Them Belts (2:20) (prod: Andrew Kezdin) (writers: Ebb-Kander) (Sanbern, BMI) **COLUMBIA 4-45713**

EDWIN HAWKINS—Jesu (Joy of Man's Desiring) (2:00) (prod: Wm McCoy) (writer: Bach) (Bourne, ASCAP) **BIRTHRIGHT 5024**

BALLIN' JACK—(Come 'Round Here) I'm the One You Need (3:46) (prod: Sid Clark-Sy Mosko-Ballin' Jack) (writers: Holland-Dozier-Holland) **COLUMBIA 4-45698**

ROBINSON FAMILY PLAN—Two Peared Sugar On Me (3:23) (prod: Lou Adler) (writer: Morley Nash, ASCAP) **ODE 66039 (A&M)**
RADIO ACTION: KJR (Seattle)

LARRY MURRAY—Need To Be Friends (2:30) (prod: Larry Murrey) (writer: Murrey) (Jacob's Well, ASCAP) **VERVE 10689 (MGM)**

KAREN WYMAN—Something Tells Me (Something's Gonna Happen Tonight) (3:22) (prod: Gene Redd) (writers: Cobb-Greenaway) **COLUMBIA 4-45702**

OTIS CLAY—Trying To Live My Life Without You (3:50) (prod: Willie Mitchell) (writer: Williams) (Happy Hooker, BMI) **HI 2226 (London)**

JOHN ROWLES—Town and Be (3:48) (prod: Al Capps) (writer: Fuller) (Fullness, BMI) **MGM 2106 (MCA)**

JOHNNY CYMBAL AND PEGGY CLINGER—God Bless You Back 'n' Ball (3:07) (prod: Wes Farrell) (writers: Cymbal-Clinger) (Pocket Full of Tunes, BMI/Every Little Tune, ASCAP) **CINELEA 76-0106 (RCA)**

T.L. DAVIS—Lonely Am I (2:23) (prod. Cathy Lynn) (writer: Lynn) (Music Creators, ASCAP) **HEART & SOUL 1132**

PETER COFIELD—Taking Some Time With A Bottle of Wine (2:25) (prod: King James) (writer: Cofield) (Dmeds, BMI) **METROMEDIA 246**

GLIDES—Barefoot Boy (3:50) (prod: Edward J. Garren) (writers: Douglas-Douglas-Williams) (McHugh/Checkered Vest, ASCAP) **FANTASY 681**

SOUNDS OF SUNSHINE—The End of the World (3:23) (prod: Wilder Brel) (writers: Ben-Berri) (Jamerson, ASCAP) **RAMWOOD 522**

KETCHAIN BAND featuring Paul Butler—(My Girl) Cindy's Being the Lindy (2:31) (prod: Vance/Pockriss) (writers/Emile, ASCAP) **UNITED ARTISTS 50956**

Country

GEORGE JONES—A PICTURE OF ME (WITHOUT YOU) (2:30)
(prod. Billy Sherrill) (writers. Wilson-Richey) (Cellica/Algee, BMI) Flip: No info available. **EPIC 5-10917 (CBS)**
RADIO ACTION: WPNX (Columbus, Ga.)

JODY MILLER—TO KNOW HIM IS TO LOVE HIM (2:41)
(prod. Billy Sherrill) (writer: Spector) (Vogue, BMI) Flip: No info available. **EPIC 5-10916 (CBS)**
RADIO ACTION: WPNX (Columbus, Ga.)

CHARLIE McCOY—I REALLY DON'T WANT TO KNOW (3:07)
(writers: Robertson-Bernea) (Hill & Range Songs, BMI) Flip: No info available. **MONUMENT 8554 (CBS)**

STONEY EDWARDS—SHE'S MY ROCK (2:24)
(prod: Earl Ball) (writers: Bobbitt) (Irvmeds, ASCAP) Flip: "I Won't Make It Through the Day" (2:43) (Central Songs, BMI) **CAPITOL 3462**

DORSEY BURNETTE—LONELY TO BE ALONE (2:48)
(prod. Steve Stone) (writers: Burnette) (Buster Prod./Earl Ball, BMI) Flip: "Cry Mama" (2:36) (Beechwood/Keela, BMI) **CAPITOL 3463**

PAT ROBERTS—RHYTHM AND THE RAILS (2:26)
(prod: George Richey) (writer: Gummoe) (Warner-Tamerlane, BMI) Flip: "Without You" (2:17) (Blue Book, BMI) **DOT 17434 (Paramount)**

Also Recommended

JACKY WARD & LIA SEAGRAVE—Two Right People in the Wrong Frame of Mind (2:39) (prod: Glori-Prod) (writer: Ingles) (Domenil, BMI) **TANGERINE 0155**

RADIO ACTION: WPNX (Columbus, Ga.)

TEX WILLIAMS—Cynthia Ann (2:38) (prod: Ray Pennington) (writer: Price) (Tree, BMI) **MONUMENT 8551 (CBS)**

COMMANDER CODY AND HIS LOST PLANET AIRMEN—Mamie Hated Diesels (See Pop Pick)

WILLIE NELSON—Phases, Stages, Circles, Cycles and Scenes (3:38) (prod: Felton Jarvis) (writer: Nelson) (Nelson, BMI) **RCA 74-0816**

BAT GRIFF—It Rains Just the Same in Missouri (3:48) (prod: Ray Griff) (Blue Echo, ASCAP) **DOT 17440 (Famous)**

ABLENE HARDEN—It Takes A Lot Of Tenderness (3:10) (prod: Frank Jones) (writer: Harvey) (United Artists, ASCAP) **COLUMBIA 4-45708**

Soul

JACKSON 5—CORNER OF THE SKY (See Pop Pick)

JOE SIMON—I FOUND MY DAD (See Pop Pick)

AL GREEN—YOU OUGHT TO BE WITH ME (See Pop Pick)

ISLEY BROTHERS—WORK TO DO (See Pop Pick)

Also Recommended

DETROIT EMERALDS—Feel the Need In Me (See Pop Pick)

DELLS—Just As Long As We're In Love (See Pop Pick)

ROBINSON FAMILY PLAN—Two Peared Sugar On Me (See Pop Pick)

OTIS CAY—Trying To Live My Life Without You (See Pop Pick)

OHIO PLAYERS—Varos Is Love (3:43) (prod: Ohio Players) (writer: Ohio Players) (Bridgeport, BMI) **WESTBOUND 208** (Ossie/Janus)

PATTI & THE LOVELITES—Is That Lovin' in Your Heart (3:28) (prod: Clarence Johnson) (writer: Hamilton) (Sebon, BMI) **COTILLION 44161**

CALIFORNIA GIRLS—Four Love Puzzles Me (3:15) (prod: Al Cleveland) (writers: Cleveland-Carmichael-Tyree) (The Ethics, BMI) **ROOMVAT 6773**

FUTURES—Love Is Here (4:57) (prod: Gamble-Huff) (writers: Gamble-Huff) (Assorted, BMI) **GAMBLE 2302 (CBS)**

RUSS SKINNER • BILL STITH • BUD RENEAU

BIG SHOTS?

Not Yet. However, Russ, Bill and Bud would like to thank the Real Big Shots for their help in building Great World of Sound into the leader in placing new artists and material with major labels.

THANKS TO:

- Jerry Wexler with Atlantic for purchasing Big Bruce (A Fairy Tale that made Billboard Top 100)
- Thanks to Guy Drake for recording Welfare Cadillac (we were the first to release the record) Cashbox #1 C & W controversial record of the year
- Harold Lipsius with Jemie-Guyden for purchasing the Flying Mechine (Steve Monohen)
- Clive Fox with Lionel (M.G.M.) for purchasing Children Save the World—Heroes of Cranberry Farm
- Fred Edwards & Lorin Backer with Stereo Dimensions Records for purchasing Oh, What A Perty by the Shirecroppers
- Rey Price with Columbie for recording That's What Leavyng's About (Cherlie Boy Music ASCAP)
- Feron Young with Mercury for recording Occasional Wife (Reneau-Herdock Music, BMI)
- Harry Carlson with Fraternity Records for his encouregment and unrelenting peticnce
- Joe Stenzione, Brad Phillips, Skip Schreiber at Campus Distributors who've put up with us for three years in helping us test market new records for these labels
- Chic Doharty, John Brown, Glenn Hornor, Jeff Scheible, Joe Suttron and everyone at Decca for making "Miss Pauline" by Henry Briggs a C & W Smash.
- Ron Logan and Ed Turnley, Southern Plastics, Noshville, Russ Reedar, Record Service Houston, Annia Evans, South Atlantic Dist., Jacksonville, Gwen Kassler at Southland Distributors, Atlanta for superb service.
- Gene Pope, Radio WVOJ Jacksonville for "breaking" Miss Paulina (Decca 33005) and also Tom Cheney, Radio WSKI, Bob Hudson, Radio WQYK, Don Day, Radio WBAP, Russ Miles, Radio WQIK, John Rudolph, Radio KBHS, J. Wilder, Radio WBIE, Dick Dickinson, Radio WWFL.

If you're looking for a sureshot to become a big shot there's no better avenue than to let Great World of Sound handle your production, publishing, master placement and promotion!

Please send all material to be screened or auditioned to our home office:

GREAT WORLD of SOUND GWS RECORDING CORP. of AMERICA

- Elkee Music, BMI
- Raneau Music, BMI
- Tara Music, BMI

Now screening new material and talent
send your demos to
2150 Parklake Drive, N.E., suite 310
Atlanta, Georgia
or, for an appointment, call collect
(404) 934-5885

- Dade County Music, ASCAP
- Charlie Boy Music, ASCAP
- Spiral Staircase Music, BMI

REGIONAL OFFICE: Gulf Life Tower, Suite 2208, Jacksonville, Florida 32207, Telephone: (904) 396-5543

HOME OFFICE: 2150 Parklake Drive, N.E. Suite 310, Atlanta, Georgia, Telephone: (404) 934-5885

Billboard Album Reviews

OCTOBER 14, 1972

POP

OSMONDS—
Crazy Horses.
MGM SE 4851
The young superstars have here a dynamite package which will outsell even their past smash hits. The material is entirely Osmond originals, including heavy sounds like the title tune (their current single), infectious numbers like "Let Me Help You," delightful ballads like "Where Is Your Love" and pretty ballads like "And You Love Me." Also here their recent million seller "Hold Her Tight." Top production work by Michael Lloyd and Alan Osmond.

POP

CHI-LITES—
Greatest Hits.
Brunswick BL 754184
The Chi-Lites' easy and effective style makes them one of the top male groups in the business. And here, in this compilation, are some of the reasons why. "Have You Seen Her," "Oh Girl," "We Are Neighbors," "Lonely Man" plus 12 other tunes written, produced and performed in their winning manner.

POP

TEN YEARS AFTER—
Rock & Roll Music to the World.
Columbia KC 31779
Now six years and countless albums later we come upon a slightly less raucous and generally more impressively conceived T.Y.A. album. Alvin Lee & Co. have mellowed out but not at the expense of the high-powered instrumentals that made them famous. And it's one continues to become admirably and can be readily accepted as a member of good standing in the hierarchy of great rock guitarists. Cuts include, "Choo Choo Mama," and "Convention Prevention."

POP

BLACK SABBATH—
Black Sabbath, Vol. 4.
Warner Bros. BS 2602
The red kings of demon rock have gotten it together and gifted their adoring public with a long awaited fourth album. They have not disinherited any new musical pathways here, their sounds are as always, immediately recognizable. Some nice titles include "Cornucopia," "Wheels of Confusion," "St. Vitus Dance" and "Laguna Sunrise."

POP

LOBO—
Of a Simple Man.
Big Tree 2013 (Bell)
Very strong LP from the pen and voice of Lobo. All original material, the songs have that special, successful sound of "Me and You and a Dog Named Boo" and his new hit single "Simple Man" and "I'd Love You to Want Me." Those two included here. Other highlights are "Don't Expect Me to Sing Ghost," "Don't Expect Me to be Your Friend" and "Am I True to Myself?" "Let Me Down Easy" is a super standout.

POP

JOSE FELICIANO—
Memphis Menu.
BCA LSP 4656
His most potent commercial entry of late, this LP will prove a very big success, both in sales and airplay. His latest single "Memphis" is just one of several sure to attract much attention to this dynamite LP. Other cuts include "Never Leave You," "Good Times," "Movin'" and "One More Mile." "River Song" is a special highlight.

POP

MARK-ALMOND—
Mark-Almond.
Columbia KC 31913
The liquid stylings of the Mark-Almond band are perfectly showcased on their debut on Columbia. Tranquil measures and moods are conveyed, the music effectively transcends levels of emotion drawing sympathetic listener response. Jon Mark & Johnny Almond's instrumental background is not in ready evidence but rather implied. Layers of subdued sensitivities are emitted on "Wonder Bluesong," "The Little Prince" and "The Phoenix."

POP

DEEP PURPLE—
Purple Passages.
Warner Bros. 2LS 2644
This latest in the current trend of repackaged, out-of-catalog product is indeed welcome. Early Deep Purple were an odd phenomenon. Always a high energy band well versed in all levels of electrified flash they perhaps were at their best in those early years. Rod Evans soared to new throes heights of vocal exhibitionism on "Hush," "Kentucky Woman," and "Why Didn't Rosemary."

POP

BOBBY WHITLOCK—
Bew Velvet.
Dunhill DSX 50131
Bobby Whitlock's second solo LP should firmly establish him as a rock great. Whitlock was an integral part of Derek and The Dominoes now receiving belated recognition and he is a composer and artist of immense energy. His voice is capable of roaming through all areas of emotion. Easily superb are "Tell the Truth," "Dearest I Wonder," and "Hello LA, Bye Bye Birmingham."

POP

JOHN PRINE—
Diamonds in the Rough.
Atlantic SD 7240
John Prine's coming has been forecast since his first LP and this beautifully produced and performed album has the authenticity of arrival. From the good natured "Sweet Revenge" to the title cut, Prine's material (all original compositions except "Diamonds in the Rough") represent country-folk at it's best. "The Frying Pan," "Souvenirs," "Yes I Guess They Oughta Name a Drink After You"

POP

CANDI STATON—
Candi Staton (United Artists)
Candi Staton has that built in determination in her voice which makes each new disk a bigger hit than the one before. Soul is her style, but the voice is distinctly her own, with a range from gospel to country soul as evident in her reading of Mac Davis' "In the Ghetto" included here. Ms. Staton (Mrs. Clarence Carter in real life) came on with three solid single possibilities in the past year in "I'd Be Crazy Without You, Lovin' Me" and "Do It in the Name of Love." Rick Hall's work is superb.

POP

STEELY DAN—
Can't Buy a Thrill.
ABC ABCX 739
Good, commercial package highlighted by fine vocals from Donald Fagen and David Palmer. Much of the material, such as "Dirty Work," shows fine vocal harmonies and the cuts are familiar without loss of originality. "Midnight Cruiser" with its haunting flute and piano shows good composition for a group that should be around for some time.

POP

TEEGARDEN & VAN WINKLE WITH BRUCE—
On Our Way.
WB 2010
Possibly the best package yet from this top duo, who have engaged the aid of Mike Bruce. They flow from rock to blues to folk with ease, and remain two of the best harmony singers around today. Highlights include "Sweet Bird" with its interesting bagpipes, "If You Live" and "Carry On (With You)."

POP

VOCO—
Lights Out: San Francisco.
Blue Thumb BTS 6004 (Famous)
More than any other city this side of Liverpool, San Francisco has been a major force in shaping the sounds of the past seven years. Voco DJ, pop record producer had a dream and unlike so many of us managed to bring it to fruition with the creation of this album. The list of participants reads like a who's who of pop: Jim Nicks, Lovers of Power, Cold Blood and Sylvester & His Hot Band.

POP

ELVIN BISHOP BAND—
Rock My Soul.
Epic KE 31360 (CBS)
Long regarded as one of the premier blues/rock guitarists Bishop has produced one of his best sets yet. Co-produced with Delaney Bramlett and featuring such sidemen as Steve Miller and singers including Venetta Fields and Clydie King (such a name!) "Rock My Soul" and the title instrumental "Last Mile" showcase the artist to the fullest.

COUNTRY

DOLLY PARTON—
Sings "My Favorite Songwriter, Porter Wagoner."
RCA LSP 4732
Dolly Parton is coming on as the leading female country singer in the business. Here she does a single (on the album, not the Bobbie Sherman) and "Still on Your Mind," "When I Sing for Him" is an excellently-done gospel tune. Another stirring LP from Dolly!

COUNTRY

JOHNNY PAYCHECK—
Somebody Loves Me.
Epic KE 31707 (CBS)
Pecking power in every word, Johnny Paycheck scores with quite on "Somebody Loves Me," the title tune. "Loving an Angel Every Day" and "Song Sung Blue" are also good. Paycheck is hot right now and dealers will find this LP and excellent seller.

COUNTRY

JOHNNY CASH—
The Johnny Cash Songbook.
Harmony KH 31602
This LP contains some of the biggest hits of Johnny Cash, including "I Walk the Line," "Don't Take Your Guns to Town." His early duet of "Ney Porter" is here. A very excellent buy and dealers will be able to sell tons of this LP.

CLASSICAL

THE FANTASTIC PHILADELPHIANS, Vol. 1—
Philadelphia Orchestra with Eugene Ormandy.
RCA ARD 1-0022
An historic LP, because it's in quadrasonic. Works include "Danse Macabre," "Espana," and "The Sorcerer's Apprentice"—all well-known works with much popular appeal. Quadrasonic is the latest development in quadraphonic, when different reaches the consumer level, the LP will be even more dramatic and in demand.

INTERNATIONAL

ROBERTO ROENA—
Roberto Roena y su Apollo Sound 4.
International SLP 00425
Pick out any tune on this LP and you're likely to have a winner. Roberto Roena provides fast and exciting rhythms on "Ti Caridad" and "Mis Negros Sombra No Socio," but slows it down on "Esas Horas." Roena's Apollo Sound 4 includes Jose Rivera and Carlos Cardoza who perhaps produced the session. This LP will do well in the New York and Miami areas.

HITS OF THE WORLD

ARGENTINA

(Courtesy: Escalada A La Fama)

*Denotes local origin

This Week	Last Week	
1	YO TE QUIERO NOS QUER-EMOS—Juan Marcelo (RCA) Reiss	
2	2 L'AVENTURA—*Jose Maria y Jesus (RCA) *Phil Man (M Hall); Stone & Erich (M Hall) Reiss	
3	POPCORN—Hot Butter (CBS) Anarchy System (CBS) Fermata	
4	AMAR AMANDO—Vicente Di Paola; Rodolfo Aicardi (RCA); Horacio Guarany (Philips); Erica (Philips); Irene Zapa (CBS) Kon	
5	LAS MUSAS—Tony Ehrme (MCA)	
6	PUPPY LOVE—Donny Osmond (Polydor) Sugar Me (M Hall)	
7	LOVE THEME FROM "THE GODFATHER"—*Sonnonda (M Hall); Andy Williams (CBS); *Alain Debray (RCA); Johnny Pearson (Penny); Roger Williams (MCA); *Diego Rey (M Hall); Allan Neauveau (D Jockey) Kon	
8	QUIERO VIVIR CONTIGO—Nantico (CBS)	
9	IT'D LIKE TO TEACH THE WORLD TO SING—Ian Gomlitt (CBS)	
10	PASAR COAS LINDAS—*Alain Debray (RCA); Don Barry (M Hall); Hugo Arana Almagro (M Hall)	
11	ALSFADAS—Lucrie (D Jockey)	
12	BLUES DE UN SUEÑO—SUEÑO-CUNEGO—Cuneo (EMI); Ruben Matias (RCA)	

BRITAIN

(Courtesy Record & Tape Retailer)

This Week	Last Week	
1	1	HOW CAN I BE SURE—David Bell (Sparta Florida) Wes Farrell
2	2	CHILDREN OF THE REVOLUTION (T.Rex)—Wizardry Tony Visconti
3	3	MOULDY OLD DOUGH—Lieutenant Pigeon (Decca) (Campbell Connelly) Shawly Mukpuna
4	6	WIG-WAM BAM—Sweet RCA (Chinnichap/RAK) Wizzard
5	5	TOO YOUNG—Donny Osmond (Mrs. Sun) Mike Curb/Don Costa
6	18	YOU'RE A LADY—Peter Skellern, Decca (Pendulum/Warner Bros.) Tom Sellers
7	3	MAMA WE'RE ALL CRAZEE NOW—Slade, Polydor (Barn/Schroeder) Chas Chandler
8	14	I DIDN'T KNOW I LOVED YOU (TILL I SAW YOU ROCK 'N' ROLL)—Gary Glitter, Bell (Leeds) Mike Hurst
9	7	IT'S FOUR IN THE MORNING—Faron Young, Mercury (Burlington) Jerry Kennedy
10	9	COME ON OVER TO MY PLACE—Drifters, Atlantic (Screen Gems/Columbia) Jerry Wexler/Bert Berns
11	21	BURNING LOVE—Elvis Presley, RCA (EMI)
12	17	BIG SIX—John Dread Big Soul Spasta Florida) Bush Dread
13	8	AIN'T NO SUNSHINE—Michael Jackson, Tamla Motown (Hinsdale) Berns/Jackson
14	16	SUZA—I'LL BE THERE—Dawn (Pye) Tony Hiller/Peter Sinfield
15	12	LIVING IN HARMONY—Cliff Richard, Columbia (Mornington) Tony Meehan
16	25	SUGAR ME—Lynsey De Paul, MAM (ATV) Kenny Gordon/Mike Hurst
17	30	BACK HOME—Bees—O'Jays, CBS (Gamble Huff) Gamble Huff
18	11	YOU WEAR ME WELL—Rod Stewart, Mercury 6052 171 (G.H. Music) Rod Stewart
19	13	I GET THE SWEETEST FEELING—Jackie Wilson Mercury
20	19	STANDING IN THE ROAD—Blackfoot Sue, MAM (Jam 13 (Brunn) Noel Walker
21	—	THERE ARE MORE QUESTIONS THAN ANSWERS—Johnny Nash, CBS (Rondor) Johnny Nash
22	35	GOODBYE—Mud, RAK (Essex) Mike Chapman/Nicky Chinn
23	40	GUITAR MAN—Elvis Presley, Elektra (Screen Gems/Columbia) David Gleeson
24	20	WHO WAS IT—Hurricane Smith, Columbia (MAM) Hurricane Smith
25	37	BUTTERSCOTCH—Tamla Motown (United Artists) Family/George Ekhiano
26	15	POPCORN—Hot Butter, Pye Prod. R. Talmadge, The Jetsons, Prod. D. Jordan
27	36	YOU CAME, YOU SAW, YOU CONQUERED—Faith, Bell (Bonds) P. Swern/P. Swern/Al Ham
28	32	ALL THE YOUNG DUDES —Mott, the Hoople, CBS 8271 (Unichappell) David Bowie
29	—	ELECTED—Alice Cooper, Warner Bros. (Copyright Controls) Bob Ezrin
30	—	AMERICA—Simon & Garfunkel, CBS (Pattern) S&G/R Haise
31	22	HONKY CAT—Elton John (DJM) Gus Dudgeon
32	28	LEAN ON ME—Bill Withers, A&M AMS 7004 (United Artists) Bill Withers/Jackson
33	38	PUPPY LOVE—Donny Osmond, MGM (MAM) (Columbus) Wes Farrell
34	45	LONG COOL WOMAN IN A BLACK DRESS—Hollies, Parlophone (Transworld) (Castaway) Ron Richards/Hollies
35	39	ALL FALL DOWN—Ozark Jerne, Charisma (Hay) Bob Johnston
36	27	GET ALONG—Gene Latte Eve, London (Screen Gems/Columbia) Jerry Fuller
37	29	LAYLA—Derek & the Dominos, Polydor 2058 130 (Throat)
38	34	MAYBE I KNOW—Seashells (CBS) P. Swern/R. Alfano
39	47	LOVE THEME FROM "THE GODFATHER"—Andy Williams, CBS (Famous) Chappell, Bud Dashow
40	31	LIGHT UP THE FIRE—Partridge Family (Thankyou) ATV Kirshner John Pantry
41	—	ELMO—MISTER DEAD—Streets of the Broad, Invictus (KPM) Holland/Dozier/Holland
42	41	SILVER MACHINE—Hawkwind, United Artists (Copyright Control) Hawkwind/Dr. Technical
43	—	HOUSE OF THE RISING SUN—Animals, RAK (KPM) Mickie Most
44	—	OH CAROL—BREAKING UP IS HARD TO DO—Neil Sedaka, RCA (Screen Gems/Columbia)
45	—	HERE I GO AGAIN—Archie Bell & the Drells, Atlantic (Gamble Huff/Control) Gamble Huff Prod.

CANADA

(Courtesy: Maple Leaf System)

This Week	
1	BLACK & WHITE—Three Dog Night (A&M ABC/Dunhill)
2	SATURDAY IN THE PARK—Chicago (Columbia)
3	BABY DON'T GET HOOKED ON ME—Mac Davis (Columbia)
4	GO ALL THE WAY—Raspberries (Capitol)
5	HONKY CAT—Elton John (Uni)
6	CONCRETE SEA—Terry Jacks (Bell)
7	GARDEN PARTY—Rick Nelson (Decca)
8	LOVE'S LINES, ANGLES AND RHYMES—Tony Osmond (Polydor)
9	EVERYBODY PLAYS THE FOOL—Main Ingredient (RCA)
10	BURNING LOVE—Elvis Presley (RCA)

HONG KONG

(Courtesy: Radio Hong Kong)

*Denotes local origin

This Week	
1	PLAY ME—Neil Diamond (Uni)
2	BURNING LOVE—Elvis Presley (RCA)
3	GOODBYE YELLOW BRICK—Carpenters (A&M)
4	LIVING IN HARMONY—Cliff Richard (Columbia)
5	ALONE AGAIN (NATURALLY)—Gilbert O'Sullivan (MAM)
6	SATURDAY IN THE PARK—Chicago (CBS/Sony)
7	HOME LOVIN' MAN—Billy Joel (Family)
8	RUN TO ME—Bee Gees (Polydor)
9	OOH-WAKKA-DOO-WAKKA-DAY—Grand Funk (Capitol)
10	FOR EMILY WHENEVER I MAY FIND HIM—Carly Simon (CBS/Sony)
11	BLACK AND WHITE—Three Dog Night (Dunhill)
12	I BELIEVE IN MUSIC—Gallery (Dawn)
13	GO ALL THE WAY—Raspberries (Capitol)
14	EASY LIVIN'—Uriah Heep (Mercury)
15	THE ROAD—Teddy Robin (Polydor)
16	JOHN DENVER—The Who (Polydor)
17	THE GUITAR MAN—Elvis Presley (RCA)
18	IN THE—Engelbert Humperdinck (Decca)
19	NIGHTS IN WHITE SATIN—Moody Blues (Decca)
20	ROCK 'N' BABY—David Cassidy (Bell)

HOLLAND

(Courtesy: Radio Veronica and Bus Mul)

*Denotes local origin

This Week	This Week	
1	1	PDPCORN—Various Artists (various Groups) (Polydor)
2	2	MY REASON—Demis Roussos (Philips)
3	3	SIMDENE—Axis (Riviera)—Polydor
4	4	VAYA CON DIOS—Vaya (Polydor)—Las Ketchup (Smash)—Rauch
5	5	I'LL NEVER DRINK AGAIN—Alexander Curly (Negrom)—Basart
6	6	MANDOLINEN IN NICOSIA—*Zangeres Zonder Naam (Telstar) —Benelux
7	7	I'M ON MY WAY—George Baker (Negram)—Basart
8	8	TAMMY—Ray Walters (Kilroy)—Benelux Mus.
9	9	UN' ESTATE—Nicola Di Bari—Italo Iglesias (Decca)—Decalyn
10	10	PENELOPE—Poppys (Barclay)—Basart

JAPAN

(Courtesy: Music Labo, Inc.)

*Denotes local origin

This Week	Last Week	
1	1	KYO NO NIWAKA AME—*Kumiko Kayanagi (Reprise)—Kayanagi
2	2	NUI GA TATSUMAKI—Masaki (CBS/Sony)—Watanabe
3	3	TABI NO YADO—Haruo Yoshida (Odyssey)—PMP
4	4	HIKARI NO NAKA KOMICHI—*Cherish (Victor)—Victor
5	5	LOVE THEME FROM "THE GODFATHER"—Andy Williams (CBS/Sony)—Standard
6	6	YOKOHAMA—*J. Mitsuda Hot (Toshiba)—Takarajima
7	7	MIDNIGHT CAFE—Masaka (GAM) —J. & K.
8	8	SENSHI—Masako Mori (Minoru)—Toshiba
9	9	KOKORO—*Hideki Saijo (Victor)—Victor
10	10	MOYASHIMO A DAKEDE—*The Tigers (Polydor)—Polydor
11	13	DOGNIMO TOMARANAI—*Linda Yamamoto (Columbia)—Columbia
12	11	OTOKO NO KO-ONNA NO KO—*Hiromi Goh (CBS/Sony)—Standard
13	12	SAKANA O SURUTAMENI—Shoji Basshan (Kit)—Nihon TV Music
14	15	AMEMO Mosuvo Boku—Shoko Shinki
15	14	SEISHUKU ELEGY—*Meiko Ageta (Bel-Wood)—SCM
16	16	MUSHIATSI BEBE—Chewing Gum (Polydor)—Eji
17	18	"LOVE STORY" FROM THE GODFATHER—Henry Mancini (Soundtrack (Paramount)—Nichion
18	17	MIMI O SUMASHITE—*Candies —*Ketsuko Honda (CBS/Sony)—Yamaha Hous
19	19	KOI UTA—Hiroshi Uchiyamada & Cool Five (Victor)—Uchiyamada
20	20	ALONE AGAIN—Gilbert O'Sullivan (MAM)—Fuji Pacific Music Publishing—Rev
21	21	KOI NO YAKUSOKU—Hideki Saijo (Victor)—Victor

MEXICO

(Courtesy: Radio MIL)

This Week	
1	MIENTEME—Vinner Trejo (Profil) (Philips)
2	POR EL PECADO—Rhays (Peerless)
3	BEAUTIFUL SUNDAY (Domingo Feliz)—Daniel Boone (Penny) (Mexico)
4	POP CORN (Palomitas de Maiz)—Various Versions
5	EL BESO MAS DURO HARO TO DO (Es dificil decir adios)—Partridge Family
6	SOLO MUJER—Rocio Durcal (Discos Peerless)
7	TERNURA—Trio Los Panchos (RCA)
8	COMO—Sonora Santanera (CBS)
9	TU ESTAMPA—Joan Torres (Melody)
10	ALONE AGAIN (Solo otra vez)—Gilbert O'Sullivan (London)

WEST GERMANY

(Courtesy: Radio Luxembourg)

*Denotes local origin

This Week	This Week	
1	1	HELLO-A—Mouth & MacNeal (Fontana) Alberts/Ariola
2	2	EINE NEUE LIEBE IST WIE EIN NEUES LEBEN—Mary Roos (Metronome) (Teldiskone Young Music/Intro
3	3	ICH BAUE DIR EIN LIED AUS Worten—Vicky Leandros (Philips) Kretschmer/Kretschmer
4	4	POPCORN—Hot Butter (Polydor) Kretschmer/Kretschmer
5	5	ROCK AND ROLL PARTY—Gary Glitter (Polydor) Mc-Laughlin
6	6	MICHAELA—*Bata Illic (Polydor) Nicholas/Volker Kawohl
7	7	LITTLE WILLY—The Sweet (RCA) Nicholas/Chinn
8	8	LET'S DANCE—The Cats (Electrola)
9	9	SYLVESTER MURPHY—Dr. Hoch (CBS) Dr. Hoch
10	10	FOR EMILY WHENEVER I MAY FIND HIM—Carly Simon (Metronome) Melodie der Welt

This Month	Last Month	
1	1	NON STOP DANCING '72—*Bonnie Bell (Polydor)
2	2	MEIN VATER WAR EIN REBELL—*Reinhard Mey (Intercord)
3	3	SCHOPEN MARTIN—Tony Marshall (Ariola)
4	4	HALLELUJAH HEAD—Deep Purple (Electrola)
5	5	DESMOND AND WIZARDS—Uriah Heep (Ariola)
6	6	TRIP—Jethro Tull (Chrysalis)
7	7	TRAUM AM SEE—Lake & Palmer (Ariola)
8	8	THE SLIDER—T Rex (Ariola)
9	9	WIE EIN STERN—Chris Roberts (T.v.S.)—Various Artists (Polydor)
10	10	VICKY LEANDROS—Vicky Leandros (Philips)

SWITZERLAND (Germans)

(Courtesy: Radio Beromunster Broadcasting)

This Week	Last Week	
1	1	POPCORN—Hot Butter (Polydor)
2	3	ICH HAB' OFT LIEBE GEHABT—Mary Roos (Intercord)
3	2	HELLO-A—Mouth & MacNeal (Fontana)
4	4	SYLVIA'S MOTHER—Dr. Hook and the Medicine Show (CBS)
5	5	LET'S DANCE—The Cats (Columbia)
6	6	KISS ME—C Jerome (AZ)
7	7	MICHAELA—Bata Illic (Polydor)
8	8	SCHWEIZERPSALM—Hanery Heuberger (Jecklin) (UA)
9	9	Need to move into medium or larger market. Sell WMOV, Cincinnati. Call Vern Stoll, Studio one early p.m. (513) 281-3300. Ask about lower rate.
10	—	ROCK AND ROLL Part 2—Gary Glitter (Bell)

POSITIONS OPEN

First Phone DJ with news and production ability. Modern Broadcasting, Inc., 1300 Jackson, Memphis, Tenn. 38105, (901) 525-7041. 10-16

South, medium market, 10,000 watt top 40 radio station only, person who wants to be a winner, likes lots of paid-day off, 40 hours a week, 5 days in a row, good salary, super TV/Radio station with plenty of opportunity to solo. If you're looking for a good air shift, can handle responsibility, and want to work for a good station, send resume and tape to: Write to Ben Cade, Program Dir., P.O. Box 316, Dalton, Ga. 30720. 10-16

NOME, ALASKA, 16 KW. Men with desire, experience, to join modern radio work crews, D.J., productions, news. Must be willing to work hard, long hours, for short time. Bonus for volunteers. All new Collins equipment. Non-unionized positions. Travel, living expenses paid. Minimum one year contract. Send complete resume and personality tape. Emphasis on helping others, excellent work and character references. Send to: Alaska Broadcasting Service, Inc., Box 1000, Nome, Alaska 99762. Or call 907-443-5311 collect. Equal employment required. All replies will be kept confidential. Interviews scheduled in Seattle, Wash. Expected 7 AM to 10PM. One hour of religious programming per week. Equal opportunity by Catholic Bishop of Northern Alaska. 10-16

Immediate opening for experienced MOR announcer. Must be creative, have mature judgment and production sense. Rare opportunity. RUSH air check, production tape, resume and photo to: Allen Shoaf, Program Director, WDAN, Danville, Virginia 24541. 10-16

MOR Morning man for Keasne City full time GM wants to hear from communicator who can work within tight format. Rush tape, resume to: Box 1, Radio, 424 Nichols Rd., Kansas City, Mo. 64112. 10-23

POSITION WANTED

Mature, young announcer with experience, good voice, professional attitude, desires position in medium to large market. Prefer Midwest somewhere in the north-east or mid-west. Presently employed in medium military complex, and possess a commercial license. Will relocate anywhere. Call (803) 469-6918 and tape and resume upon request. 10-23

Looking for major market talent? A pro who doesn't just announce but communicates? A pro who can work with music? Perhaps one who can bring you a unique sound that will have your ratings with your competitors' heads telephones? Maybe we should get together. Currently in medium market, 6 years experience, 26 years old, single, young guy (24) with ten years in the business, wants major market. Major market only. Will relocate anywhere. Prefer new station starting in the market or a very strong station of pr for a branch of government. Will consider management. Prefer a station with production facilities will consider all-night in the right market. Tape, resume, photo and audio references on request. Call (612) 345-2039. 10-23

We need each other or we wouldn't be reading this. The years of experience. That's 20, years double figure's. Ist Phone (V) who's slightly over the hill. Tight board, news, and tell-a-fast joke with the best of them. Need to move into medium or larger market. Will consider anything. Call Vern Stoll, Studio one early p.m. (513) 281-3300. Ask about lower rate. Phone (606) 744-1524. 10-16

BEFORE YOUR FIRST RADIO JOB YOU HAVE INTERVIEWS. Here are the rules, and make no experienced. I'm 31 years old, have degree in broadcasting, 3 years radio and related fields. Will go anywhere in the U.S. Schedule, R.D. #5, Sand Hill Rd., Essex Junction, Vermont 06452. Phone (802) 878-5661. 10-16

CLASSIFIED ADVERTISING DOESN'T COST, IT PAYS.

RADIO-TV MART

If you're a deejay searching for a radio station, or a radio station searching for a deejay, Billboard is your best buy. No other trade publication is read by so many air personalities and program directors, as well as the sharp programming-oriented general managers. Best of all, general managers report that Radio-TV Job Mart ads can draw five times the results of the next leading radio-TV publication.

Rates: "POSITION WANTED" is $15—in advance—for two times, 2" maximum. Additional space or variation from regular ad style is $25 per inch, no maximum. Box number ads asking for tape samples will be charged an added $1 for handling and postage.

Send money and advertising copy to:

Radio-TV Job Mart
Billboard
165 W. 46th St.
New York, N.Y. 10036

VERSATILE FEMALE SEEKS AIR WORK

Bi (or tri) lingual, 5 years experience, intelligent (and, yes, even attractive) lady (she prefers to leave) for interesting public relations or radio position in Europe. Prefer Germany or switzerland (east) preferation. Over 11 years experience in broadcasting and public relations. Will consider radio, books, best-sellers, top-level magazine articles and album jackets/ advertising for major record companies. Prefer classical, interview, opera, dance. Reference: Hans Conrad Fischer, McCarthy Tetley. Has own automobile, permits to post-plan-folks with a passport. Will be in New York October 15th to 30th for personal interviews. Tentative knowledge of classical music as well as pop. Can be heard on WNEW-FM, New York, WBCN-FM, Boston, WBCR-FM, Pittsfield, Mass. Call 212 489-3449 (New York) or write Box 1, Radio, 424 Nichols Rd., Kansas City, Mo. 64112. 10-16

College grad, 22, B.A. mass communications desires ground floor opportunity in broadcasting, preferably sales/selling, music. Aggressive & eager to learn. Resume/interview. Phone (617) 662-8796, 735-1900. 10-16

The name is Larry Meyers. I'm interested in working for a station that appreciates someone who is stable, hard-working and dedicated to his business. I have had three years experience in radio. Third Endorsement. Currently Civ. Service employee. My interest is in leading a 30-string job with a radio station. I have a wife, two children and a home. I am currently doing PR work for the State of Illinois. I am willing to relocate anywhere in either a small, medium or large market. I am 28 years old and a veteran. I can be heard on the above average "knowhow" in the Chicago area on WCFL-AM-FM. Call or write Larry Meyers, 2020 Bonnie Brae, Deerborn, Mich. 48124. 10-16

Somewhere there's a GM who came up the hard way. He loves radio and the people who service him. He's a storyteller about the early days when he was a jock and worked with the make-shift antennas and analog broadcasting. He is concerned with today's problems and tomorrow's opportunities and he's a real nice guy to talk. He surrounds himself with talented people who are challenged and threatened by them, because he is secure in his own ability and knows that a station is only as good as its involvement, but knows that real involvement comes from the people who service our customers, not simply with your customer. Most of all, he knows that a station must be run by someone who understands that music is nothing more than the background for the events of our minds, the ears and I have also wanted to work together. I am a broadcaster who has been in radio for 3 years. I want to be in the future. Make me your salesman of tomorrow. I am a 1st phone announcer and can provide sincere service to be Outstanding credentials. Chief Engineer recommendation. Tape/resume. Write Box 534, Radio-TV Job Mart, Billboard, 165 W. 46th St., New York, N.Y. 10036. 10-16

STAR PERFORMER—Records showing greatest increase in retail sales activity over the previous week, based on actual market reports.

Records Industry Association Of America seal of certification as "million seller." (Seal indicated by bullet.) ●

For Week Ending October 14, 1972

THIS WEEK	LAST WEEK	TITLE, Weeks On Chart Artist (Producer) Label, Number (Distributing Label)
1	2	**BEN** 11 Michael Jackson (Corporation), Motown 1207
2	6	**USE ME** 8 Bill Withers (Bill Withers with R. Jackson & J. Gordon and M. Dunlap) Sussex 241 (Buddah)
3	4	**EVERYBODY PLAYS THE FOOL** 14 Main Ingredient (Lawrence Payton & Sammons), RCA 74-0779
4	7	**BURNING LOVE** 9 Elvis Presley, RCA 74-0769
5	5	**GO ALL THE WAY** 16 Raspberries (Jimmy Ienner), Capitol 3348
6	1	**BABY DON'T GET HOOKED ON ME** ● 16 Mac Davis (Rick Hall), Columbia 4-45618
7	9	**MY DING-A-LING** ● 11 Chuck Berry (Esmond Edwards), Chess 2131
8	12	**NIGHTS IN WHITE SATIN** 11 Moody Blues (Peter Clarke), Deram 85023 (London)
9	3	**BACK STABBERS** ● 13 O'Jays (Gamble-Huff Prod.), Philadelphia International 3317 (CBS)
10	10	**POPCORN** 14 Hot Butter (R. Talmadge, D. Jordan & Bill & Steve Jerome, M.Y.I.), Musicor 01458
11	11	**PLAY ME** 10 Neil Diamond (Tom Catalano & Neil Diamond), Uni 55346 (MCA)
12	15	**GARDEN PARTY** 12 Rick Nelson & The Stone Canyon Band, Decca 32980 (MCA)
13	17	**YOU WEAR IT WELL** 8 Rod Stewart (Rod Stewart), Mercury 73330
14	14	**SPEAK TO THE SKY** 11 Rick Springfield (Robin Porter), Capitol 3340
15	16	**TIGHT ROPE** 7 Leon Russell (Denny Cordell & Leon Russell), Shelter 12352 (Capitol)
16	18	**WHY/LONELY BOY** 8 Donny Osmond (Mike Curb & Don Costa), MGM 14424
17	21	**FREDDIE'S DEAD (Theme From "Superfly")** 9 Curtis Mayfield (Curtis Mayfield), Curtom 1975 (Mercury)
18	13	**GOOD TIME CHARLIE'S GOT THE BLUES** 7 Danny O'Keefe (Arif Mardin), Signpost 70006 (Atlantic)
19	19	**GOOD FDOT, Part 1** 10 James Brown (James Brown), Polydor 14139
20	20	**THE CITY AIN'T NEW ORLEANS** 12 Anti Guthrie (Lenny Waronker & John Pilla), Reprise 1103
21	8	**BLACK & WHITE** ● 10 Three Dog Night (Richard Podolor), Dunhill 4317
22	24	**LISTEN TO THE MUSIC** 7 Doobie Brothers (Ted Templeman), Warner Bros. 7619
23	13	**SATURDAY IN THE PARK** 11 Chicago (James William Guercio), Columbia 4-45657
24	26	**DON'T EVER BE LONELY (A Poor Little Fool Like Me)** 7 Cornelius Brothers & Sister Rose (Bob Archibald), United Artists 50954
25	25	**STARTING ALL OVER AGAIN** 14 Mel and Tim (Barry Beckett & Roger Hawkins) Stax 0127
26	33	**I CAN SEE CLEARLY NOW** 6 Johnny Nash (Johnny Nash), Epic 5-0902 (CBS)
27	30	**WITCHY WOMAN** 5 Eagles (Glyn Johns), Asylum 11006 (Atlantic)
28	31	**IF I COULD REACH YOU** 5 Fifth Dimension (Bones Howe), Bell 45-261
29	29	**THUNDER AND LIGHTNING** 7 Chi Coltrane (Tommy French), Columbia 4-45640
30	35	**I BELIEVE IN MUSIC** 10 Gallery (Mike Theodore & Dennis Coffey), Sussex 209 (Buddah)
31	36	**MIDNIGHT RIDER** 5 Joe Cocker & Chris Stainton Band (Denny Cordell & Nigel Thomas), A&M 1370
32	40	**I'LL BE AROUND** 9 Spinners (Thom Bell), Atlantic 2904
33	39	**LOVING JUST CROSSED MY MIND** 6 Sam Neely (Kudy Durand), Capitol 3381
34	22	**BEAUTIFUL SUNDAY** 20 Daniel Boone (Larry Page), Mercury 73381
35	44	**I'D LOVE YOU TO WANT ME** 4 Lobo (Phil Gernhard), Big Tree 147 (Bell)
36	46	**I AM WOMAN** 8 Helen Reddy (Jay Senter), Capitol 3380
37	37	**GERONIMO'S CADILLAC** 11 Michael Murphey (Bob Johnston), A&M 1360
38	41	**ROCK ME BABY** 6 David Cassidy (Wes Farrell), Bell 45-260
39	43	**SPACE MAN** 5 Nilsson (Richard Perry), RCA 74-0788
40	50	**DON'T DO IT** 5 The Band (The Band), Capitol 3403
41	45	**FROM THE BEGINNING** 8 Emerson, Lake & Palmer (Greg Lake), Cotillion 44158
42	28	**HONKY CAT** 10 Elton John (Gus Dudgeon), Uni 55343 (MCA)
43	27	**ALONE AGAIN (Naturally)** ● 18 Gilbert O'Sullivan (Gordon Mills), MAM 3619 (London)
44	58	**AMERICAN CITY SUITE** 4 Cashman & West (Steve Barri), Dunhill 4324
45	38	**IF YOU LEAVE ME TONIGHT I'LL CRY** 9 Jerry Wallace (Joe S. Johnson), Decca 32999 (MCA)
46	47	**A PIECE OF PAPER** 8 Gladstone (K.H.B. Prod.), ABC 11227
47	48	**DON'T HIDE YOUR LOVE** 6 Cher (Sonny Bono & Snuff Garrett), Kapp 2184 (MCA)
48	67	**ELECTED** 3 Alice Cooper (Bizarre Music, BMI), Warner Bros. 7631
49	60	**ALL THE YOUNG DUDES** 4 Mott the Hoople (David Bowie), Columbia 4-45659
50	59	**SUMMER BREEZE** 6 Seals & Crofts (Louie Shelton), Warner Bros. 7606
51	52	**SLAUGHTER (Theme From "Slaughter")** 6 Billy Preston (Billy Preston), A&M 1369
52	57	**CAN'T YOU HEAR THE SONG** 4 Wayne Newton (Wes Farrell), Chelsea 78-0106 (RCA)
53	56	**THAT'S HOW LOVE GOES** 4 Jermaine Jackson (Johnny Bristol), Motown 1201
54	54	**NATURE PLANNED IT** 6 Four Tops (Frank Wilson), Motown 1210
55	51	**SWEET CAROLINE** 7 Bobby Womack & Peace (Bobby Womack), United Artists 50946
56	61	**IF YOU DON'T KNOW ME BY NOW** 3 Harold Melvin & The Blue Notes (Gamble-Huff), Philadelphia International 3520 (CBS)
57	34	**RUN TO ME** 12 Bee Gees (Bee Gees & Robert Stigwood), Atco 6896
58	69	**A LONELY MAN/THE MAN & THE WOMAN (The Boy & The Girl)** 3 Chi-Lites (Eugene Record), Brunswick 55462
59	65	**ROCK 'N ROLL SOUL** 4 Grand Funk Railroad (Grand Funk Railroad), Capitol 3363
60	62	**LET IT RAIN** 4 Eric Clapton (Delaney Bramlett), Polydor 15049
61	32	**POWER OF LOVE** 15 Joe Simon (Steff), Spring 128 (Polydor)
62	63	**GUESS WHO** 9 B.B. King (Joe Zagarino), ABC 11330
63	64	**WOMAN DON'T GO ASTRAY** 5 King Floyd (Elijah Walter), Chimneyville 443 (Cotillion)
64	49	**EASY LIVIN'** 12 Uriah Heep (Gerry Bron), Mercury 73307
65	53	**FOR EMILY, WHENEVER I MAY FIND HER** 7 Simon & Garfunkel (Paul Simon, Art Garfunkel & Roy Halee), Columbia 4-45663
66	75	**COLORADO** 6 Denny Hollen (Bill Szymczyk), Tumbleweed 1004 (Famous)
67	78	**POOR BOY** 2 Casey Kelly (Richard Sanford Orshoff), Elektra 45804
68	68	**I'LL MAKE MUSIC** 5 Beverly Bremers (Steve Metz/David Lipton/Norman Berlin), Scepter 12363
69	70	**TOAST TO THE FOOL** 8 Dramatics (Arthur Snyder), Volt 4082
70	66	**THINK (About It)** 7 Lyn Collins (James Brown), People 608 (Polydor)
71	83	**FUNNY FACE** 3 Donna Fargo (Stan Silver), Dot 17429 (Famous)
72	81	**SO LONG DIXIE** 3 Blood Sweat & Tears (Bobby Colomby) Columbia 4-45661
73	71	**CARRY ME, CARRIE** 6 Dr. Hook & the Medicine Show (Ron Haffkine), Columbia 4-45667
74	74	**WE CAN MAKE IT TOGETHER** 4 Steve and Eydie (Mike Curb & Don Costa), MGM 14383
75	80	**ROCKIN' PNEUMONIA & THE BOOGIE WOOGIE FLU** 2 Johnny Rivers (Johnny Rivers), United Artists 50949
76	76	**ONE MORE CHANCE** 3 Ocean (Greg Brown), Kama Sutra 556 (Buddah)
77	82	**IF YOU LET ME** 2 Eddie Kendricks (Frank Wilson), Tamla 54222 (Motown)
78	—	**OPERATOR (That's Not the Way It Feels)** 1 Jim Croce (Terry Cashman & Tommy West), ABC/Dunhill 15031
79	79	**GUILTY** 3 Al Green (Palmer Jones/Curtis Rodgers), Bell 45-256
80	90	**SUNNY DAYS** 2 Lighthouse (Jimmy Ienner), Evolution 1064 (Stereo Dimensions)
81	98	**A MAN SIZED JOB** 2 Denise LaSalle (Crajon), Westbound 260 (Chess)
82	84	**BEST THING** 5 Styx (Bill Traut & John Ryan), (Wooden Nickel) 73-0106 (RCA)
83	—	**PAPA WAS A ROLLIN' STONE** 1 Temptations (Norman Whitfield), Gordy 7131 (Motown)
84	87	**IF YOU CAN BEAT ME ROCKIN' (You Can Have My Chair)** 3 Laura Lee (Ronald Dunbar) Hot Wax 7207 (Buddah)
85	85	**DANCE DANCE DANCE** 4 Beach Boys (David Meckay), Elektra 45805
86	86	**MOSQUITO** 3 Doors (Doors), Elektra 45807
87	89	**WEDDING SONG (There is Love)** 2 Petula Clark, (Mike Curb & Don Costa), MGM 14431
88	88	**DINAH FLO** 3 Boz Scaggs (Boz Scaggs), Columbia 4-45670
89	—	**BABY SITTER** 1 Betty Wright (Willie Clark & Clarence Reid for Merlin Prod.), Alston 4614 (Atlantic)
90	96	**WHY CAN'T WE BE LOVERS** 3 Lamont Dozier (Holland Dozier-Holland), Invictus 9125 (Capitol)
91	—	**NO** 1 Bulldog (Gene Cornish & Dino Danelli), Decca 32996 (MCA)
92	—	**I'M STONE IN LOVE WITH YOU** 1 Stylistics (Thom Bell), Avco 4603
93	93	**DEDICATED TO THE ONE I LOVE** 2 Temptees (Jo Bridges & Tom Nixon), We Produce 1008 (Stax)
94	95	**SING A SONG/MAKE YOUR OWN KIND OF MUSIC** 3 Barbra Streisand (Richard Perry), Columbia 4-45686
95	94	**WITH PEN IN HAND** 5 Bobby Goldsboro (Bob Montgomery), United Artists 50938
96	—	**DETERIORATA** 1 National Lampoon (Michael O'Donoghue & Tom Hendrix), Blue Thumb 218 (Famous)
97	—	**RUNNIN' BACK TO SASKATOON** 1 Guess Who (Jack Richardson), RCA 74-0803
98	—	**SOMETHING'S WRONG WITH ME** 1 Austin Roberts (Kenny Jacobs, Bobby Hutt & Austin Roberts), Chelsea 78-0101 (RCA)
99	—	**I JUST WANT TO MAKE LOVE TO YOU** 2 Foghat (Dave Edmunds), Bearsville 0008 (Warner Bros.)
100	100	**HAPPIER THAN THE MORNING SUN** 2 B.J. Thomas (Steve Tyrell & Al Gorgoni), Scepter 12364

HOT 100 A-Z-(Publisher-Licensee)

All The Young Dudes (Tiny/Mott/BMI) 49
Alone Again (Naturally) (Gilbert O'Sullivan/ASCAP) 43
American City Suite (Nakoma/ASCAP) 44
Back Stabbers (Mighty Three/BMI) 9
Baby Don't Get Hooked On Me (Screen Gems-Columbia/BMI) 6
Baby Sitter (Bertee/BMI) 89
Beautiful Sunday (Tiny Tunes/BMI) 34
Ben (Jobete/BMI) 1
Best Thing (Almo/ASCAP) 82
Black & White (Three Dog Night/BMI) 21
Burning Love (Colgems/BMI) 4
Can't You Hear The Song (Jamex/BMI) 52
Carry Me, Carrie (Bell Sys. Music/BMI) 73
City of New Orleans, The (Kama Sutra/BMI) 20
Colorado (Famous/ASCAP) 66
Dedicated To The One I Love (Almo/Gladys/ASCAP) 93
Deterioration (Dove/BMI) 96
Dinah Flo (Ensign/BMI) 88
Don't Ever Be Lonely (A Poor Little Fool Like Me) (Screen Stars/BMI) 24
Don't Get Hooked On Me (Screen Stars-Columbia/BMI) 6
Don't Hide Your Love (Chris Marlo/BMI) 47
Don't You Know (Tiny Tunes/BMI) 34
Don't You Worry My Honey (Screen Stars/BMI) 6
Dramatic Production (Bell Sys. Music/BMI) 69
Easy Livin' (Mayhew/ASCAP) 64
Elected (Bizarre Music, BMI) 48
Everybody Plays The Fool (Main Ingredient/Rare Earth/BMI) 3
Fifty Ways To Leave Your Lover (Irving/BMI) 45
For Emily, Whenever I May Find Her (Paul Simon/Charing Cross/ASCAP) 65
Freddie's Dead (Curtom/BMI) 17
From The Beginning (Cotillion/BMI) 41
Funny Face (Famous, BMI) 71
Garden Party (Maitreya, BMI) 12
Geronimo's Cadillac (Screen Gems-Columbia/BMI) 37
Good Fdot, Part 1 (Dynatone/BMI) 19
Good Time Charlie's Got The Blues (Danny O'Keefe/Irving/BMI) 18
Guess Who (Blackwood/BMI) 62
Guilty (Screen Stars/BMI) 79
Happier Than The Morning Sun (Blue Seas/Jalynne/BMI) 100
Honky Cat (Dick James/BMI) 42
I Am Woman (Helen Reddy/Jay Senter/ASCAP) 36
I Believe In Music (Gallery/Sussex/BMI) 30
I Can See Clearly Now (Johnny Nash/Jad/BMI) 26
I Just Want To Make Love To You (Arc/BMI) 99
I'll Be Around (Mighty Three/Spinners/BMI) 32
I'll Make Music (Screen Stars/BMI) 68
I'm Stone In Love With You (Stylistics/Avco/BMI) 92
If I Could Reach You (Screen Stars/BMI) 28
If You Can Beat Me Rockin' (You Can Have My Chair) (Screen Stars/BMI) 84
If You Don't Know Me By Now (Mighty Three/BMI) 56
If You Let Me (Jobete/BMI) 77
If You Leave Me Tonight I'll Cry (Screen Stars/BMI) 45
Lonely Man/The Man & The Woman (The Boy & The Girl) (Brunswick/BMI) 58
Lonely Man, The (Brunswick/BMI) 58
Listen To The Music (Doobie/BMI) 22
Long Cool Woman (In A Black Dress) (Screen Gems-Columbia/BMI) 27
Loving You Just Crossed My Mind (Screen Stars/BMI) 33
Man & The Woman, The (Brunswick/BMI) 58
Man Sized Job, A (Crajon/BMI) 81
Nature Planned It (Jobete/BMI) 54
Nights In White Satin (Gideon/BMI) 8
No (Dirtown, ASCAP) 91
Operator (That's Not The Way It Feels) (Dunhill/ASCAP) 78
Pain (Screen Gems-Columbia/BMI) 27
Papa Was A Rollin' Stone (Gordy/BMI) 83
Peace (Bobby Womack/BMI) 55
Piece Of Paper, A (Screen Gems-Columbia/BMI) 46
Play Me (Stonebridge/BMI) 11
Poor Boy (Casey Kelly/Orshoff/ASCAP) 67
Popcorn (Hot Butter/Musicor/BMI) 10
Power Of Love (Steff/Spring/Polydor/BMI) 61
Rock 'N Roll Soul (Grand Funk/Capitol/BMI) 59
Rock Me Baby (Screen Stars/BMI) 38
Rockin' Pneumonia & The Boogie Woogie Flu (Arc/BMI) 75
Run To Me (Bee Gees/Casserole/Nemperor/BMI) 57
Saturday In The Park (Chicago/Big Elk/ASCAP) 23
Slaughter (Theme From "Slaughter") (Screen Gems-Columbia/BMI) 51
Space Man (Nilsson/Tuckahoe/BMI) 39
Speak To The Sky (Rick Springfield/Golden Fleece/BMI) 14
Starting All Over Again (Irving/BMI) 25
Summer Breeze (Seals & Crofts/Unart/BMI) 50
Sunny Days (Lighthouse/Evolution/BMI) 80
Sweet Caroline (Bobby Womack/United Artists/BMI) 55
Thank (About It) (Dynatone/BMI) 70
That's How Love Goes (Jobete/BMI) 53
Think (About It) (Dynatone/BMI) 70
Thunder And Lightning (Elektra/BMI) 29
Tight Rope (Leon Russell/Shelter/BMI) 15
Toast To The Fool, The (Dramatics/Arthur Snyder/Volt/ASCAP) 69
Use Me (Bill Withers/Interior/BMI) 2
Wedding Song (There Is Love) (Paulus/BMI) 87
We Can Make It Together (Screen Stars/BMI) 74
Why Can't We Be Lovers (Holland-Dozier-Holland/Invictus/BMI) 90
Why/Lonely Boy (Screen Gems-Columbia/BMI) 16
Witchy Woman (Eagles/Red Cloud/BMI) 27
With Pen In Hand (Screen Stars/BMI) 95
Woman Don't Go Astray (Chimneyville/Cotillion/BMI) 63
You Wear It Well (Rod Stewart/Jobete/BMI) 13

Compiled from national retail sales and radio airplay by the Music Popularity Charts Dept. of Billboard.

Listen to what's happening at Motown:
Listen to the Supremes' new single, "I Guess I'll Miss The Man," from the

Broadway musical "Pippin." Listen. It's something excitingly fresh. Something tender. Something touching. Something *Supreme*. The Supremes sing "I Guess I'll Miss The Man." Motown single #1213. Listen. **You'll hear the times change.**

© 1972 MOTOWN RECORD CORPORATION

Billboard TOP LP's & TAPE

STAR PERFORMER—LP's registering greatest proportionate upward progress this week.

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

NA indicates not available

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal pending and available and optional to all manufacturers. (Seal indicated by colored dot.)

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	8-TRACK	CASSETTE	REEL TO REEL
1	1	12	**CHICAGO V** Columbia KC 31102	•		
2	2	14	**LEON RUSSELL** Carney Shelter SW 8913 (Capitol)			NA
3	3	10	**ROD STEWART** Never a Dull Moment Mercury SRM 1-646			
4	4	16	**ELTON JOHN** Honky Chateau Uni 93150 (MCA)	•		
5	4	16	**CHEECH & CHONG** Big Bambu Ode SP 77014 (A&M)			NA
★	8	8	**CURTIS MAYFIELD/SOUNDTRACK** Superfly Curtom CRS 8014 ST (Buddah)	•		NA
★	14	45	**MOODY BLUES** Days of the Future Passed Deram DES 18102 (London)			
8	6	12	**THREE DOG NIGHT** Seven Separate Fools ABC/Dunhill DSO 50118	•		
9	10	19	**CHUCK BERRY** London Sessions Chess CH 60020			NA
10	7	14	**NEIL DIAMOND** Moods Uni 93136 (MCA)	•		
11	9	10	**GILBERT O'SULLIVAN** Himself MAM 4 (London)			
★	17	6	**THE BAND** Rock of Ages Capitol SABB 11045	•		
★	16	9	**TEMPTATIONS** All Directions Gordy G 962 L (Motown)			NA
14	11	12	**EMERSON, LAKE & PALMER** Trilogy Cotillion SD 9903	•		
15	12	15	**CARLOS SANTANA & BUDDY MILES** Live Columbia KC 31308	•		
★	21	8	**MICHAEL JACKSON** Ben Motown M 755 L			NA
17	13	13	**DONNY OSMOND** Too Young MGM SE 4824	•		
18	15	11	**VAN MORRISON** Saint Dominic's Preview Warner Bros. BS 2632			
☆	28	5	**MAC DAVIS** Baby Don't Get Hooked on Me Columbia KC 31277	•		NA
20	16	15	**ELVIS PRESLEY** Elvis Live at Madison Square Garden RCA LSP 4776	•		
21	19	13	**NILSSON** Son of Schmilsson RCA LSP 4717			
22	20	9	**JEFFERSON AIRPLANE** Long John Silver Grunt FTR 1007 (RCA)			
23	22	22	**BILL WITHERS** Still Bill Sussex SXAS 7014 (Buddah)	•		
24	26	16	**URIAH HEEP** Demons & Wizards Mercury SRM 1-630			
★	34	6	**O'JAYS** Back Stabbers Philadelphia International KZ 31712 (CBS)			
26	23	16	**ARGENT** All Together Now Epic KE 31556 (CBS)			NA
★	32	8	**T. REX** The Slider Reprise MS 2095			
28	27	10	**JERMAINE JACKSON** Jermaine Motown M 752 L			NA
29	31	16	**ISLEYS** Brother, Brother, Brother T-Neck TNS 3009 (Buddah)			NA
30	33	12	**CORNELIUS BROTHERS & SISTER ROSE** United Artists UAS 5569			
★	39	5	**PARTRIDGE FAMILY** At Home With Their Greatest Hits Bell 1107			
32	24	15	**CARPENTERS** A Song for You A&M SP 3511	•		
33	25	18	**SIMON & GARFUNKEL** Greatest Hits Columbia KC 31350			
☆	50	3	**FIFTH DIMENSION** Greatest Hits on Earth Bell 1106			NA
35	36	10	**RICK SPRINGFIELD** Beginnings Capitol SMAS 11047			NA
36	29	16	**ALICE COOPER** School's Out Warner Bros. BS 2623	•		
37	30	16	**JIM CROCE** You Don't Mess Around With Jim ABC ABCX 736			NA
38	38	10	**SAILCAT** Motorcycle Mama Elektra EKS 75029			
39	41	9	**GUESS WHO** Live at the Paramount RCA LSP 4779			
★	55	7	**SEALS & CROFTS** Summer Breeze Warner Bros. BS 2629			NA
★	65	3	**LIZA MINNELLI** Liza With a "Z" Columbia KC 31762			
42	37	23	**ROBERTA FLACK & DONNY HATHAWAY** Atlantic SD 7216	•		
★	79	2	**YES** Close to the Edge Atlantic SD 7244			
44	43	46	**CHER** Foxy Lady Kapp KS 3514 (MCA)			
45	35	20	**JACKSON 5** Lookin' Through the Windows Motown M 750 L			NA
46	46	17	**BOBBY WOMACK** Understanding United Artists UAS 5577			
47	40	16	**THE OSMONDS** Live MGM 2SE 4826	•		
48	51	9	**SMOKEY ROBINSON & THE MIRACLES** Flying High Together Tamla T 318 L (Motown)			NA
49	44	14	**HOLLIES** Distant Light Epic KE 30958 (CBS)			
50	53	22	**JETHRO TULL** Thick as a Brick Reprise MS 2072	•		
51	52	14	**FOUR TOPS** Nature Planned It Motown M 748 L			NA
52	47	41	**ROLLING STONES** Hot Rocks, 1964-1971 London ZPS 606/7	•		
53	56	22	**RASPBERRIES** Capitol SK 11036			NA
54	52	27	**HISTORY OF ERIC CLAPTON** Atco SD 3-803	•		
55	48	31	**ALLMAN BROTHERS** Eat a Peach Capricorn 2CP 0100 (Warner Bros.)	•		
56	45	19	**ROLLING STONES** Exile on Main Street Rolling Stones COC 2-9900 (Atlantic)	•		
57	49	22	**FLASH** Sovereign ST 11040 (Capitol)			NA
58	60	25	**CHI-LITES** A Lonely Man Brunswick BL 754179			
59	54	21	**DONNY OSMOND** Portrait of Donny MGM SE 4835			NA
60	64	19	**ARLO GUTHRIE** Hobo's Lullaby Reprise MS 2060			
61	57	18	**ARETHA FRANKLIN/JAMES CLEVELAND** Amazing Grace Atlantic SD 3-906	•		
62	58	33	**NEIL YOUNG** Harvest Reprise MS 2032	•		
63	62	53	**GODSPELL** Original Cast Bell 1102			NA
★	95	5	**JOHN DENVER** Rocky Mountain High RCA LSP 4731			NA
65	59	35	**ROBERTA FLACK** First Take Atlantic SD 8230	•		
66	63	14	**DONNA FARGO** Happiest Girl in the Whole U.S.A. Dot DOS 26000 (Famous)			NA
67	66	15	**JAMES BROWN** There It Is Polydor PD 5529			
68	61	23	**PROCOL HARUM** Live in Concert With the Edmonton Symphony Orchestra A&M SP 4333	•		
69	67	16	**WAYNE NEWTON** Daddy Don't You Walk So Fast Chelsea CHE 1001 (RCA)			
70	68	36	**AL GREEN** Let's Stay Together HI SHL 32070 (London)	•		
71	69	7	**HUMBLE PIE** Lost & Found A&M SP 3513			NA
72	69	80	**CAROLE KING** Tapestry Ode SP 77009 (A&M)	•		
73	77	28	**BOOFATHER** Soundtrack Paramount PAS 1003 (Famous)			
74	71	17	**EAGLES** Asylum SD 5064 (Atlantic)			
★	—	1	**GEORGE CARLIN** Class Clown Little David LO 1004 (Atlantic)			
76	70	56	**DEREK & THE DOMINOS** Layla Atco SD 2-704	•		
77	75	33	**DONNY HATHAWAY** Live Atco SD 33-384			NA
78	73	9	**ENGELBERT HUMPERDINCK** In Time Parrot PAS 71056 (London)			NA
79	74	30	**STEVIE WONDER** Music of My Mind Tamla T 314 L (Motown)			NA
80	76	23	**JANIS JOPLIN** In Concert Columbia C2X 33140	•		
81	72	11	**DOOBIE** Full Circle Elektra EKS 75058			
82	87	7	**JIMI HENDRIX** Rare Hendrix Trip 9500			
★	—	1	**GRAND FUNK RAILROAD** Phoenix Capitol SMAS 11099			
84	90	5	**OTIS REDDING** Greatest Hits Atco SD 2-801			NA
85	76	25	**STEPHEN STILLS** Manassas Atlantic SD 2-903			
★	94	6	**DOOBIE BROTHERS** Toulouse Street Warner Bros. BS 2634	•		
87	61	54	**CAT STEVENS** Tesser & the Firecat A&M SP 4313	•		
88	86	37	**BREAD** Baby I'm-a-Want You Elektra EKS 75015	•		
89	92	4	**KINKS** Everybody's in Show Biz RCA VPS 6063			
90	91	6	**B.B. KING** Guess Who ABC ABCX 739	•		NA
★	102	13	**MAIN INGREDIENT** Bitter Sweet RCA LSP 4677			
92	84	46	**ALICE COOPER** Killer Warner Bros. BS 2557	•		
93	93	15	**BLACK OAK ARKANSAS** If an Angel Came to See You, Would You Make Her Feel at Home Atco SD 7008			
94	80	16	**NAT ADDERLY QUARTET** Soul Zodiac Capitol SVAS 11026			
95	96	6	**CANNONBALL ADDY & HIS LOST PLANET AIRMEN** Hot Licks, Cold Steel & Truckers Favorites Paramount PAS 6031 (Famous)			
★	106	4	**RICHIE HAVENS** On Stage Stormy Forest 2SFS6012 (MGM)			
97	88	16	**PINK FLOYD** Obscured by Clouds Harvest ST 11078 (Capitol)			
98	82	14	**VARIOUS ARTISTS** Fillmore: The Last Days Fillmore 2SX31390 (CBS) (Open Available Through Warner Bros.)			NA
99	89	29	**HUMBLE PIE** Smokin' A&M SP 4342	•		NA
100	85	17	**RAMSEY LEWIS TRIO** Upendo Ni Pamoja Columbia KC 31744			
★	124	2	**CHER** Superpak, Vol. II United Artists UXS 94			
102	83	11	**GALLERY** Nice 'N Be With You Sussex SXAS 7017 (Buddah)			NA
103	97	25	**SAMMY DAVIS, JR.** Now MGM SE 4833			
104	99	35	**AMERICA** Warner Bros. BS 2576	•		

EDNA, SHELLEY AND CAROLYN ARE... THE HONEY CONE

LOVE, PEACE AND SOUL IS... THEIR NEWEST SMASH ALBUM

Including
INNOCENT TIL PROVEN GUILTY
O-O-O BABY, BABY
ON HOT WAX RECORDS
FROM THE BUDDAH GROUP

HÅ 713

TOP LP's & TAPE

STAR PERFORMER—LP's registering greatest proportionate upward progress this week.

TAPE PACKAGES AVAILABLE: 8-TRACK, CASSETTE, REEL TO REEL

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	8-TRACK	CASSETTE	REEL TO REEL
★	138	2	**JAMES GANG** Passin' Thru ABC ABCX 760			
106	101	21	**JOAN BAEZ** Come From the Shadows A&M SP 4329			NA
107	107	16	**TOWER OF POWER** East Bay Grease San Francisco SD 2-4 (Atlantic)			
108	104	18	**JERRY BUTLER** Spice of Life Mercury SBM 2-7502			NA
109	114	8	**SHAFT'S BIG SCORE** Soundtrack MGM 1SE 36 ST			
★	121	3	**LUTHER INGRAM** (If Loving You Is Wrong) I Don't Want to Be Right KoKo KOS 2202 (Stax-Volt)			
●	—	1	**OSMONDS** Crazy Horses MGM SE 4851			
112	103	18	**TOM JONES** Close Up Parrot 3PAS 71055 (London)			
113	113	16	**LOOKING GLASS** Epic KE 31320 (CBS)			
114	98	35	**BILLY PRESTON** I Wrote a Simple Song A&M SP 3505			
115	118	8	**RORY GALLAGHER** Live Polydor PD 5813			
116	115	9	**CHARLEY PRIDE** A Sunshiny Day RCA LSP 4742			
★	127	6	**ROY BUCHANAN** Polydor PD 5033			
118	120	6	**VIKKI CARR** En Espanol Columbia KC 31470			
119	123	7	**DANNY O'KEEFE** Innocent Eyes Edita (Atlantic)			
120	105	34	**STAPLE SINGERS** Beatitude/Respect Yourself Stax STS 3002			
121	112	18	**TOWER OF POWER** Bump City Warner Bros. BS 2616			
122	111	20	**BLOODROCK** Live Capitol SVBB 11038			
123	109	12	**BOBBY VINTON** Sealed With a Kiss Epic KE 31642 (CBS)			
★	124	23	**JEFF BECK GROUP** Epic KE 31321 (CBS)			
125	116	56	**CHEECH & CHONG** Ode SP 77010 (A&M)	●		
126	129	6	**SONNY & CHER** The Two of Us Atco SD 2-804			
127	130	5	**BEVERLY BREMERS** I'll Make You Music Scarce SPS 5102			
128	133	6	**GROVER WASHINGTON, JR.** All the King's Horses Kudu KU-07 (CTI)			
●	—	1	**TEN YEARS AFTER** Rock & Roll Music To The World Columbia KC 31779			
130	131	51	**FIDDLER ON THE ROOF** Soundtrack United Artists UAS 10900			
★	146	2	**TYRANNOSAURUS REX** A Beginning A&M SP 3514			
132	117	16	**JOHN & YOKO/PLASTIC ONO BAND** Some Time in New York City Apple SVBB 3392			
133	122	23	**GRAND FUNK RAILROAD** Mark, Don & Mel, 1969-71 Capitol SABB 11042			
★	134	9	**CAPTAIN BEYOND** Capricorn CP 0105 (Warner Bros.)			
●	—	1	**CAT STEVENS** Catch Bull At Four A&M SP 4364			
136	128	21	**JUDY COLLINS** Colors of the Day/The Best of Elektra EKS 74082			

TOP LP's & TAPE

A-Z LISTED BY ARTISTS!

Acid	177
Air Supply	94
Alice Cooper	36, 72
Allman Brothers Band	55
America	102
Lynn Anderson	169
Argent	26
Atomic Rooster	157
Bee Gees	106
Band	12
Beach Boys	160
Jeff Beck Group	124
Marc Bewan	47
Chuck Berry	9
Black Oak Arkansas	81
Blood, Sweat & Tears	122, 183
Daniel Boone	181
David Bowie	41
Brand	88
Beverly Bremers	127
James Brown	167
Brownsville Station	199
Jay Buchanan	117
Roy Buchanan	118
Captain Beyond	134
George Carlin	75, 158
Carpenters	33
Vikki Carr	118
Johnny Cash	179
Cashman & West	186
Jimmy Castor Bunch	195
Cheech & Chong	5, 125
Chicago	44, 101
Cher	63
Jim Ellis	40
Eric Clapton	54, 142
Judy Clark	183
Judy Collins	136
Commander	25
Commander Cody	98
Alice Cooper	36, 72
Cornelius	89
Cornelius Brothers & Sister Rose	30
Crazy Horse	80
Mac Davis	19
Sammy Davis	103, 189
Dawn	59
Deep Purple	66
Derek & The Dominos	54
Doobie Brothers	84
Dr. John	86
Eagles	74
Emerson, Lake & Palmer	14
Faces	208
Family	66
Fanny	34, 178
Fillmore: The Last Days	98
Roberta Flack	60, 161
Roberta Flack & Donny Hathaway	62
Flash	32
Foghat	149
Four Tops	51
Peter Frampton	186
Aretha Franklin	61
Gary Gallagher	115
Gallery	103
Grand Funk Railroad	85, 132
Al Green	70, 176
Guess Who	29
Arlo Guthrie	60
Merle Haggard	190
George Harrison & Friends	171
Donney Hathaway	62
Richie Havens	39
Jimi Hendrix	82
Hollies	139
Honey Cone	190
Humble Pie	73, 77
Engelbert Humperdinck	79
Isley Brothers	29
Jermaine Jackson	28
Jackson 5	7, 51
Mahalia Jackson	179
Jackson 5	43
Joey Jammer	194
James Gang	105
Jefferson Airplane	22
Jethro Tull	90
John & Yoko	132
Elton John	4, 147
Tom Jones	112
Janis Joplin	45
Albert King	166
B.B. King	99
Carole King	72, 175
Kinks	89
Led Zeppelin	180
Johnny Lewis	193
Little Feat	91
Looking Glass	113
Lo McCann	192
Charlie McCoy	143
Curtis Mayfield	93
Nancy Mancini	197
Barry Manilow	27, 59
Marshall	7
Merrill & Martie & Blue Notes	164
Lisa Minnelli	21
Vera Morrison	18
Van Morrison	7
Mostly Autumn	154
Mott	42
Mungo Jerry	65
Johnny Nash	164
Michael Nesmith	146
Sam Neely	167
Randy Newman	153
Wayne Newton	69
Nilsson	31, 155
Mitzinger	170
O'Jays	57
Danny O'Keefe	119
Osmond Brothers	11
OSMONDS, CAST	
Andersii	72
Donny Osmond	17, 39
Osmonds	91
Partridge Family	31
Pentangle	193
Pink Floyd	97
Elvis Presley	20, 174
Billy Preston	114
Ray Price	172, 176
Charley Pride	116
Rascals	68
Ramatam	187
Redbone	92
Carl Simon	138
Carly Simon	42
Sailcat	36
Carlos Santana & Buddy Miles	148
Seals & Crofts	62
Paul Simon	173
Simon & Garfunkel	3
Sonny & Cher	126
SOUNDTRACKS	
Billy Jack	152
Cabaret Or The Beat	130
Godfather	73
Shaft's Big Score	109
Superfly	6
Sick Springfield	200
Slade	193
Sly Stone	87, 145
Bud Stewart	188
Staple Singers	86
Temptations	13
Ten Years After	129
Three Dog Night	5
Ray Price	172, 176
T. Rex	37, 131
Uriah Heep	84
Bobby Vinton	123
Wet	138
Grover Washington	127
Andy Williams	187
Jackie Wilson	48
Bobby Womack	38
Stevie Wonder	77
Yes	43, 139
Neil Young	62
Frank Zappa	182

TOP LP's & TAPE

CORRECTED FROM NORTHERN KRIBBS SIGNALS BY the Music Popularity Chart Department and the Record Market Research Department of Billboard.

NA Indicates not available

ARTIST
Title, Label, Number (Dist. Label)

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	8-TRACK	CASSETTE	REEL TO REEL
★	156	3	**ANDY WILLIAMS** Alone Again (Naturally) Columbia KC 31625			NA
★	156	3	**ANDY WILLIAMS** Alone Again (Naturally) Columbia C 31625			NA
138	119	48	**WAR** All Day Music United Artists UAS 5546			
139	134	39	**YES** Fragile Atlantic SD 7211			
140	126	18	**DON NIX WILD** Jazz Blues Fusion Polydor PD 5027			
141	141	18	**DAVID BOWIE** Rise & Fall of Ziggy Stardust & the Spiders From Mars RCA LSP 4702			
●	—	1	**ERIC CLAPTON** Best of Eric Clapton Polydor PD 5503			
143	142	25	**GRAHAM NASH/DAVID CROSBY** Atlantic SD 7220			
144	149	7	**HAROLD MELVIN & THE BLUE NOTES** I Miss You Philadelphia International KZ 31648 (CBS)			
★		3	**BLOODROCK** Bloodrock Passage Capitol SW 11109			
146	147	7	**NATIONAL LAMPOON** Radio Dinner Banana/Blue Thumb BTS 38 (Fenecus)			
147	143	47	**ELTON JOHN** Madman Across the Water MCA 93190 (MCA)			
148	148	4	**BOZ SCAGGS** My Time Columbia KC 31384			
★	159	12	**FOGHAT** Boogie Bob 2077 (Warner Bros.)			
150	154	2	**MERLE HAGGARD** Best of the Best of Merle Haggard Capitol ST 11082			
●	—	1	**LOBO** Of a Simple Man Big Tree 2013 (Bell)			
152	145	31	**CABARET** Soundtrack ABC ABCD 737			
153	125	12	**ROY CLARK** Country! Dot DOS 25997 (Famous)			
154	140	16	**MOUTH & MacNEAL** How Do You Do Philips PHS 790-020 (Mercury)			NA
155	144	46	**NILSSON** Nilsson Schmilsson RCA LSP 4815			
156	152	6	**FRANK ZAPPA** Waka/Jawaka—Hot Rats Reprise MS 2094			
★	166	2	**ATOMIC ROOSTER** Made In England Elektra EKS 75009			
158	132	19	**GEORGE CARLIN** FM-AM Little David LD 7214 (Atlantic)			
159	136	27	**DEEP PURPLE** Machine Head Warner Bros. WS 2607			
160	139	20	**BEACH BOYS** Pet Sounds/Carl & the Passions—So Tough Reprise 2xHS 2083			
161	158	54	**ROBERTA FLACK** Quiet Fire Atlantic SD 1594			
162	135	15	**ELVIS PRESLEY** Sings Hits From His Movies RCA Camden CAS 2567			
163	162	5	**AL GREEN** Belt 6076			
★		2	**JOHNNY NASH** I Can See Clearly Now Epic KE 31607 (CBS)			
165	163	18	**RANDY NEWMAN** Sail Away Reprise MS 2064			
★	177	2	**ALBERT KING** I'll Play the Blues For You Stax STS 3009			
167	168	5	**SAM NEELY** Loving You Just Crossed My Mind Capitol A-11092			

Awarded BIAA seal for sales of 1 Million dollars at manufacturers' level. BIAA makes audit available and optional to all manufacturers. (Seal indicated by colored dot).

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	8-TRACK	CASSETTE	REEL TO REEL
168	170	4	**MICHAEL MURPHY** Geronimo's Cadillac A&M SP 4358			
168	170	4	**MICHAEL MURPHY** Geronimo's Cadillac A&M SP 4358			
169	160	6	**LYNN ANDERSON** Listen to a Country Song Columbia KC 31547			NA
170	173	7	**NITZINGER** Capitol SMAS 11001			NA
171	150	41	**GEORGE HARRISON & FRIENDS** Concert for Bangla Desh Apple STCX 3385	●		NA
172	151	12	**RAY PRICE** Lonesomest Lonsome Columbia KCP 31546			
173	155	36	**PAUL SIMON** Columbia KC 30750			
174	176	4	**MARK BENNO** Ambush A&M SP 4364			
175	179	5	**MILLER JACKSON** Spring SPB 5703 (Polydor)			NA
176	165	6	**RAY PRICE** All Time Greatest Hits Columbia C 31364			
177	167	10	**DAVID ACKLES** American Gothic Elektra EKS 75032			
178	171	29	**FIFTH DIMENSION** Individually & Collectively Bell 6073			NA
179	180	5	**JOHNNY CASH** America: A 200 Year Saluta in Story & Song Columbia KC 31645			NA
180	157	46	**LED ZEPPELIN** Atlantic SD 7208	●		
★	198	2	**DANIEL BOONE** Mercury SBM 1-649			
182	184	3	**LES McCANN** Talk To the People Atlantic SD 1619			
183	185	4	**CHI COLTRANE** Columbia KC 31275			
184	187	2	**SLADE** Alive Polydor 2383			
185	178	100	**JESUS CHRIST, SUPERSTAR** Various Artists Decca DXAS 7206 (MCA)	●		
186	186	2	**PETER FRAMPTON** Wind of Change A&M SP 4348			
187	182	7	**RAMATAM** Atlantic SD 7236			
188	188	G	**KENNY RANKIN** Like a Seed Little David LD 1003 (Atlantic)			
●	—	1	**SAMMY DAVIS** Portrait of Sammy Davis, Jr. MGM SE 4852			NA
190	189	4	**HONEY CONE** Love, Peace & Soul Hot Wax S98B (Buddah)			
191	191	3	**BILL COSBY** Inside the Mind Uni 73139 (MCA)			
192	194	2	**PYTHON LEE JACKSON** In A Broken Dream GNP Crescendo GNS 2066			
193	196	2	**VARIOUS ARTISTS** Mar Y Sol Atco SD 2-705			
★	194	90	**SONNY JAMES** When the Snow Is on the Roses Columbia KC 31648			
195	192	4	**JIMMY CASTOR BUNCH** Phase Two RCA LSP 4793			
196	—	1	**CASHMAN & WEST** A Song or Two Dunhill DSX 50136			NA
197	195	4	**HENRY MANCINI** The Musical Generation RCA LSP 4695			
198	199	2	**RAY CONNIFF & THE SINGERS** Alone Again (Naturally) Columbia KC 31639			
199	200	1	**BROWNSVILLE STATION** A Night On the Town Big Tree BTS 2010 (Bell)			
200	197	4	**PERCY FAITH** Day by Day Columbia KC 31627			

Synanon.

the people business.

Some Synanon people used to shoot dope. Now they don't. They traded dope for a life free from fear and drugs and violence–a life where an honest day's work gets you a day's pay.
Some Synanon people never shot dope. They didn't have a "problem." They moved into Synanon because in it they saw an alternative lifestyle where, in exchange for hard work, energy and money they are rewarded with citizenship in a drug-free, crime-free, violence-free community.
Together, nearly 2000 ex-dope fiends and "squares," the people who live in Synanon, are working to change a part of the world by demonstrating what it means to be old-fashioned good neighbors.
The size of our world is getting a little larger each day. Drop by and get to know us.

Synanon Foundation, Inc., 1215 Clay Street, Oakland, California 94612. Telephone (415) 444-3624.

Other Synanon communities in San Francisco, Santa Monica, Tomales Bay and Badger, California, and in Detroit and New York.

Pre-Release Imports Aiding U.S. Labels

By JIM MELANSON

NEW YORK—Major U.S. labels, prior to the domestic releasing of their product, are getting a large amount of product airplay and a saving in initial promotion cost importing of foreign disks, according to Ed Grossi, secretary of Jem Records, import firm.

Grossi said the firm, as well as indirectly aiding U.S. labels, has done much to introduce import product to major retail chains. Servicing the Discount Records chain and Sum Goody Stores, Jem distributes, on a monthly basis, nearly 10,000 pieces to discount stores and warehouses and 2,500-3,000 pieces to Goody's warehouse. The firm's national accounts total about 300, broken down between momma and poppa stores, rack jobbers, distributors and retail chain operations.

Located in Union, N.J., Jem has been operating for nearly two years, of which 14 months have been devoted solely to importing, and does 85-95 percent of its business in British product. Grossi stated the inventory on hand, "usually runs from 20,000 to 25,000 pieces, with monthly sales figures running from $100,000 to $150,000. The business is one of high risk," he continued. "We have to run the entire operation with tight control due to the factor of quick product turnover and the short time an imported disk may be in demand. We order very closely and if the product is released in the U.S. we cancel our pending orders." The operation occupies eight and utilizes 1,500 square feet of warehouse space.

He stated that radio stations often "anxious" to play imported product prior to U.S. release, are serviced at Jem's cost price. He added that, "with British labels also realizing our value, we hope to have ongoing agreements for radio distribution in the future."

Included in Jem's catalog, of which 300 items are considered stock, are product by the Beach Boys, Yes, Live in London, Jimi Hendrix, "Isle of Wight," the Rolling Stones, the Bee Gees and Elton John, "Empty Sky." Grossi said that what is considered stock in the catalog is often made up of LP's like John's "Empty Sky," 45's from which was never released in the States.

Advertising for the firm has limited to the trades, and Grossi said, "our main source of advertising is by word of mouth." Jem is for the firm include expanding the European labels handled and the possible opening of a retail outlet.

Pointer Issues Library Series

NEW YORK—Pointer Publications has released the Pointer Library series, based on the unifying themes of "The Great American Composers," "A Treasury of Pop Hits," "A Treasury of Family Songs" and "A Treasury of Easy Listening."

Catalogs represented include Warner Bros., ATV-Kirshner Music, MCA, T.B. Harms, Bourne and Irving Berlin Music. Several public domain collections are also included.

Packaged in library cases, with slip-cased units, each volume can be used for piano, organ, chord organ and guitar. Retail price is $2.95.

'Let's Pretend' Sales Surge

NEW YORK—Stereo Dimension Records reports results "beyond our expectations" from a special summer test program with distributors, key racks and various mail order houses for their "Let's Pretend" children series of 25 albums. Adapted from the long-running children's radio show, "Let's Pretend" records feature two complete stories on each album.

"One mail order circular listing 10 of the albums at full list ($1.98) drew sales of 30,000 pieces," said Stereo Dimension president, Loren Becker.

D. Morrison Marks Job Date

NEW YORK—Dorothy Morrison, manager of the Peer-Southern Organization copyright division, recently celebrated her 40th anniversary with the worldwide music publisher. Mrs. Morrison administers the entire PSO copyright catalog and supervises a staff of six.

KORVETTES' divisional vice president of hard goods merchandising, David Rothfeld, center, is flanked by Columbia Records vice president of National Accounts Marketing, Stan Snyder, left, and Columbia's N.Y. regional director, Paul Smith, right, at SQ Quadrasonic Seminar, held at the City Squire Hotel, New York, recently.

RCA 3 pc Rise Effect Oct. 9

NEW YORK — RCA Records raised the price to distributors on most of its record product by about less than 3 percent, effective Oct. 9. (Billboard, Oct. 7 issue.)

Mort Hoffman, division vice president, commercial operations, stated: "Our decision to hold the price line as long as it was feasibly possible . . . considerably longer than our principal competitors."

MGM, Kaye Sued by CTI

NEW YORK—CTI Records has filed suit in Federal District Court against MGM Records, Metro-Goldwyn-Mayer, Inc. and Jesse Kaye. CTI charges violation of the Federal Trademark Act, contract interference, unfair competition and fraud in connection with MGM Record's release of the album "Bhudda's Big Score."

The complaint alleges that MGM Records use of a performance by Jazz trumpeter Freddie Hubbard on the album was unauthorized. Hubbard is under contract to CTI to perform exclusively on the CTI label.

The suit seeks an injunction against further distribution of the album, damages in the amount of $100,000, 5 percent of the retail list price on all sales of the album, and exemplary damages in the amount of $500,000.

Musicor Plans to Pop 'Popcorn' LP on Mart

NEW YORK—Musicor Records, following the international success of the single "Popcorn," has released a "Popcorn" LP and is planning a promotional campaign with its distributors aimed at top 40 stations nationwide. The campaign will include radio spots as well as a special album, "Pop-corn" LP packages, with precooked popcorn filled containers, to disk jockeys.

Art Talmadge, president of the label, and Irving Schlein, label's ad/ vice president, are also coordinating overseas dates, in the Orient and to Europe, respectively, to arrange international concert and promotional tours by Hot Butter, as well as follow-up recordings.

Recently returning from Europe, Richard Talmadge visited Barclay Records in Paris with nearly 600,000 sales sold in France, Switzerland and the Scandinavian countries, and in Germany, claiming 250,000 singles sold, EMI in Amsterdam and radio stations in Berlin, Rome and Belgium. He also received a silver disk for the 250,000 sales sold in England.

Art Talmadge left for Japan Thursday (5) and will spend three weeks in the Orient, visiting Victor of Japan, as well as radio stations and distributors in Hong Kong and Singapore.

With nearly 500,000 singles sold in the U.S., Art Talmadge said that, "although the single might be considered a novelty, it has also given the business a shot in the arm and has increased market interest in Musicor, both in terms of the single and its follow-up.

Peter Pan In LP Release

NEW YORK—Peter Pan Records, producers and manufacturers of entertainment records for children, has released "Black and White," an album featuring the brotherhood song made famous by Three Dog Night as well as other original songs by writer Ruth Roberts. Priced at $1.98, the album will be made available to as many children's clubs and schools as possible. The "Black and White" album was produced by Cornel Tanasy who was also musical director.

666 Sparks $666

LOS ANGELES — Mercury's promotion men can earn $666 in a contest designed to break Aphrodite's Child's "666" album. The first three men to reach their market's share of 40,000 unit sales will be awarded the cash. The contest runs through Oct. 10.

Uttal Seeks Disk List Price Hike

• *Continued from page 1*

for research and development. "We record a lot of product which costs us a lot of money that the public doesn't buy. Well, the public has a right to be choosey, but they don't have a right to buy the end product at a dirt cheap price. If the record keeps going for a low price such as $2.49 or $3.49, there's not going to be any technological developments."

The manufacturer will have to get more money from the wholesaler, he said, and the wholesaler must pass this cost along to the dealer. Thus, I see that a price increase, which we need desperately in the industry, is going to be an educational job for the manufacturer, the wholesales, and the retailer.

"But even singles are the same price now as when I first got into this business. We, ourselves, charged lower per single because we were trying then to get a toehold in the business. Now we're selling at about the same prices as everyone else. But the prices in general haven't risen."

Rick Frio, head of sales for MCA Records, pointed out that the suggested list is seldom the price at which the product is finally sold. "And anyway, the price of the record overall has not gone up in proportion to the price of other products. MCA Records has about the same rack/jobber price as other labels. Our LP average is $2.88 on $5.98 items except on

Country Sound Changes Make It National: Arnold

NEW YORK—RCA artist Eddy Arnold, attending the Country Music Convention in Nashville Oct. 19-20, said that the changes in country product over the years have "modernized" the sound and have made it into a "national" rather than a regional market.

Credited as the artist who broke the gap between country and pop, Arnold noted the use of violins and brass sections in much of today's country product and credited these additions to the increas-

"You never do away with hard country," he continued, "there will always be a hard core market for the original sound. They might be a minority, but the listeners will always be felt in the national market. The important trend, though, is now there is country music which appeals to pure country listeners as well as to the pop oriented markets.

Recording nearly 50 LP's for RCA, with sales in excess of 75 million pieces, Arnold himself, while still close to the roots of country, has become an international artist with broad appeal to the pop market. Often performing with symphony orchestras, Arnold has played to full houses in all parts of the country, especially in the North and Northeast regions. He has also hosted a variety of national television programs.

"If anything," he continued, "my own career reflects the changes in market appeal. It would be hard to differentiate between being a country singer or a pop singer." He also stated that country music has been increasing in popularity overseas—mentioning the "strong" development of country in Europe and Japan.

Following the country convention, scheduled performances for Arnold include Harrisburg, Reno, Nev., Nov. 4-18 and Jan. 5-19; the Tucson Community Center, Tucson, Ariz., Jan. 27-29, and a performance with the Jacksonville Symphony in Jacksonville, Fla., Mar. 3.

D.J. Indicted For Disk Airing

• *Continued from page 1*

charge. The indictment charges Nesci with "knowingly, indecent and profane words "which have not been included in the indictment as those words define the records of this court." The Communications Act and the Federal Code ban broadcast of obscene, indecent or profane language with maximum penalties of $10,000 fine or two years in jail or both.

Nesci is represented by Tracy Weston and Sam Bufone of the Stern Community law firm here and by Norbert Anschutz "Civil Liberties' attorney Seymour Dubow.

Communications attorneys here say they cannot recall a case within recent years when a recording played over the air was the basis for either a Federal Communications Commission or a court attack involving broadcast obscenity. All cases in recent years have involved words spoken during an interview, or words spoken by a disk jockey during the course of his programming.

Howard Tests Budget Soul

• *Continued from page 3*

Budget Soul store will franchise like the Budget Tape and Records' store for an outlay of $12,000, initially, which provides the franchisee with a turn-key operation, from cash register through fixtures and a starting $6,000 current hi fi LP inventory. However said soul retail franchisees would sell at $3.99 for $5.98 product, with specials every weekend at $2.99, same pattern as the Budget Tape & Record outlets. Tape, listing at $6.98, retails for $4.98.

Howard said he is studying radio station or stations for timebuys on a block basis to aid the early growth of the soul retail concept.

Autumn, Perception, and the Road to Sweet Success.

Perception

tindy

■ [illegible] Indianapolis, Dallas, Houston, Detroit, Buffalo, Pittsburgh [illegible] MUSIC
[illegible] DISTRIBUTORS, Baltimore ■ SEABOARD DISTRIBUTORS, Boston [illegible] Cleveland ■ Area
[illegible] ■ O'BRIEN DISTRIBUTORS, Milwaukee ■ BEECHER BROTHERS, Minneapolis
[illegible] New York City ■ CHESS DISTRIBUTORS, Philadelphia ■ ASSOCIATED DISTRIB-
[illegible] RECORDS, Shrewsbury, La ■ COMMERCIAL MUSIC, St. Louis

You Get a Lot to Like with BOB SEGER

He smokes a bunch of Other People's classics and sizzles up a couple of his own in an album which is easily the year's most solid underground hit. It's sold more than 50,000 so far between its initial Palladium release and its redistribution via Reprise and has sparked off a couple of hit singles—"Turn on Your Love Light" and "Bo Diddley." Hear it continue to surface with Detroit's most exciting brand of music.

Bob Seger: Rolled in Detroit, *Smokin'* Nationally.